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THE  
**Publishers' Weekly**  
THE AMERICAN  
**BOOK TRADE JOURNAL**

WITH WHICH IS INCORPORATED

**The American Literary Gazette and Publishers' Circular.**

[ESTABLISHED 1852.]

Published by the R. R. BOWKER COMPANY, R. R. BOWKER, *President and Treasurer*, FREMONT RIDER, *Secretary*.

PUBLICATION OFFICE, 241 WEST 37TH STREET, NEW YORK

Entered at the Post Office at New York, N. Y., as second-class matter

Vol. XCI, No. 12

NEW YORK, March 24, 1917

WHOLE No. 2355

We congratulate you upon the immediate success of "In the Wilderness" and "Lydia of the Pines", two of the finest productions of the season.

We were glad to see that in the P. W. you add to your advertisement "Neither of these novels has appeared in any periodical!"

It is a great pleasure to the bookseller to get hold of fiction of which the sale has not been spoiled by previous publication in popular periodicals.

*From a New Haven Bookseller*

**LYDIA OF THE PINES** HONORE WILLSIE

**IN THE WILDERNESS** ROBERT HICHENS

Two best selling novels that publisher and booksellers are proud to sell. Order well in advance. We cannot guarantee prompt deliveries in these days of paper shortage and freight tie-ups.

**Publishers**

**FREDERICK A. STOKES COMPANY**

**New York**



NOW  
READY

## THE CRACKER BOX SCHOOL

*By Elizabeth Miller Lutton*

*A book  
worth  
selling*

A story of the rejuvenation of a country school, a love story built around the uplift of a community by the work—the brains, the will, the soul of one young woman, the “teacher.” You’ll follow with delight the difficulties and triumphs of the little school teacher. Every teacher ought to read it—every parent with youngsters in school—every man or woman who believes in better social conditions. Four half-tone illustrations. Pictorial jacket in color. \$1.25 net.

## FINDING GOD IN MILLERSVILLE

*A Personal Experience*

This is a simple, straightforward little story of the spiritual development of a man who had no religious convictions; how he “found God” through the proper conduct of everyday affairs—putting himself in the other fellow’s place and trying to do his part toward making life better living. 16mo, board sides, with cloth back. 50c net.

## AN INSTANT SUCCESS

*2nd Edition*

If you haven’t seen it send for sample. Every one sold sells dozens more.

Your customers are  
waiting for it.

## “THE FAMBLY ALBUM”

*By Frank Wing*

Go after  
Advance  
Orders  
NOW

FUNNIER THAN THE FUNNY

## “Fotygraft Album”

Ready in May

over which everybody chuckled and chortled. This is the “bigger album from up stairs” that Becky told the new neighbor about. The funniest feast of laughter that ever got into book covers. Boards, 75c net.



## For and About Woman

# The Chaste Wife

By

**FRANK SWINNERTON**

Author of "The Happy Family,"  
"On the Staircase," etc.

"SINCE the publication of 'The Happy Family,' Frank Swinnerton has had a place on that comparatively brief list made up of the novelists who really count—

"This new story is better than the earlier one, clever as that was. It is admirably conceived and finished—

"To any one who is interested in books and in criticism, this novel will prove especially appealing—

"It is well considered and carefully finished, thoughtful, entirely without that hasty, slap-dash quality which mars so much of our modern fiction."

—*New York Times.*

Your most discriminating readers will like this novel. They know Frank Swinnerton as one of the most talented realists of the day.

12mo.



Net \$1.50

## For and About Man

# The Man Who Tried To Be It

By

**CAMERON MACKENZIE**

A SMASHING good story for your men customers; one of the rare novels you can count on to please *business men!* A story that will grip the attention of:

Every man who is letting his business *drive* him, when he ought to be driving his business—

Every father who is too busy to have any time at home—whose children are growing up strangers to him—

Every wife who is alert enough to sense that her husband is working too hard to do his work *efficiently.*

Hundreds of business men have found a *great idea* in this book! Try it on your men customers, and watch them enthuse!

Color Jacket

12mo.



Net \$1.00

**While People are Thinking of Russia is a Good Time to Sell Them Hugh Walpole's Novel "The Dark Forest"**

**GEORGE H. DORAN COMPANY Publishers New York**  
Publishers in America for HODDER & STOUGHTON





ALL Ian Hay's books are easy to sell. If you read "PIP" you will find many reasons for recommending it to all readers of THE FIRST HUNDRED THOUSAND.



**ONE YEAR  
OF  
PIERROT**

Is as charming a story of mother love as ever was written.

**ONE YEAR  
OF  
PIERROT**

Will appeal to readers of every type and taste.

**ONE YEAR  
OF  
PIERROT**

Has been called a masterpiece and a literary triumph by leading reviewers.

**THE  
TRIFLERS**

By  
**Frederick  
Orin Bartlett**

The *right* kind of a love story always sells, and, if you will read "The Triflers," we know you will agree with us that this is *just* the right kind.

*Illustrated \$1.40 net (Ready March 31)*

By the Author of  
**"THE WALL STREET GIRL"**

**ONE YEAR  
OF  
PIERROT**

Is profusely and delightfully illustrated by Lester G. Hornby.

**ONE YEAR  
OF  
PIERROT**

Will be published on April 14th at a price of \$1.50.

**ONE YEAR  
OF  
PIERROT**

Will be a success if unusual merit and plenty of advertising can make it so.

Coming April 14

**Mary Austin's New Novel**

By the Author  
of  
"A Woman  
of  
Genius"

**THE FORD**

A powerful and absorbing romance of present-day California, vibrant with the spirit of the West.

*Frontispiece by E. Boyd Smith, \$1.50 net,*

By the Author  
of  
"Isidro,"  
"The Flock,"  
etc.

Boston

HOUGHTON MIFFLIN COMPANY New York



**To the Trade:** The following reviews and opinions which we are using in our advertising are but a small part of the extraordinarily favorable endorsement that "LIMPY" is receiving. You will find convincing selling points here.

# "LIMPY" THE BOY WHO FELT NEGLECTED

By WILLIAM JOHNSTON

Somebody might have written a truer, sweeter, more appealing, more convincing story of a boy than "Limpy," but nobody ever has.—**IRVIN S. COBB.**

The story of "Limpy" is so simply told that it seems almost too true to be fiction.—**ELLIS PARKER BUTLER.**

Pollyanna, the "glad girl," has a rival in "Limpy," a boy who takes a new view of life through the teachings of an old cobbler.—*New York Evening Post.*

It is a capital story full of strong appeals to maternal sympathy and sentiment, and happily never mawkish. Boyish speech is given with a naturalness which we have not seen surpassed.—*New York Tribune.*

We are in love with "Limpy." It is the kind of book that deserves great success.—**IRVING BATCHELLER.**

If ever a story possessed that peculiar element, "heart-kick"—it is "Limpy."—**CAROLYN WELLS.**

Here is a story that goes straight to the hearts of its readers. There is a sweetness and wholesomeness in the story.—*Chicago Evening Post.*

So bright and real and true that it seems like some universal record from common humanity's all-embracing memory.—*Philadelphia North American.*

If you have a kilowatt or calory of human sentiment within your hide you are going to fall in love with "Limpy."—*New York Evening Mail.*

It is a book one can give to a child with pure joy.—**GENE STRATTON PORTER.**

Most glad stories make one want to go out and shoot a shut-in, but "Limpy" is the rare optimistic book that creates optimists not pessimists.—**MONTAGUE GLASS.**

The boy hero is a plucky, lovable little chap.—*New York Times.*

There is a true pathos and deep human sympathy in "Limpy." It is a human, tender, natural, beautiful story.—*Rochester Post Express.*

Mr. Johnston has looked into the heart of the boy and seen what is hidden there.—*Detroit Free Press.*

He is a thoroughly natural boy.—*New York Sun.*

**THIRD PRINTING of**  
**"the story that goes straight to the heart"**

**344 Pages, With Illustrations. Price, \$1.35 net.**

Publishers

**LITTLE, BROWN & COMPANY**

**Boston**



*Korah, Son of Tarzan, Conquers Nama, the Terror of the Jungle*



*Every Red-blooded Son of Adam loves Tarzan and they will love his Son, who is Every Bit as Gallant a Fighter as his Famous Father*



*Of all Horrible, Blood-Curdling Jungle Cries, the Roar of the Victorious Bull-Ape is the Most Fearsome*



**The Son of Tarzan**  
by  
EDGAR RICE BURROUGHS

*The Lordly Elephant, the Mightiest Thing in the Jungle, meets his Master in Korah, Son of Tarzan*



*The School in the Jungle Learning Monkey Talk*



*The Dance of the Giant Apes; the Weirdest of all Jungle Sights, is Graphically Described in THE SON OF TARZAN*

**Window Cards**

# The Son of Tarzan

A set of six window cards like the above illustrations, size 8½ x 12½, furnished free to booksellers upon application.

"The Son of Tarzan," another Edgar Rice Burroughs Book. Illustrated by J. Allen St. John. 12mo. \$1.30.

**A. C. McCLURG & CO.** Publishers  
Chicago



## Speaking about Russia

March 24, 1917.

"One need not be a prophet to foretell that the present order of things will have to disappear. The only citadel of bureaucracy in 1905-1906—the army, has learned in this war an unforgettable lesson of the crimes of their rulers in Petrograd. And one may hope that in the last conflict between the people and the bureaucracy the army will prove to be the people's army."

¶ These prophetic words constitute the last paragraph in **MODERN RUSSIAN HISTORY** (2 vols. Boxed, \$5.00 net), which I have just issued. Despite any announcements which you may have seen to the contrary, this is the only history of Russia in English that is at all up-to-date, and it is very up-to-date, covering even the year 1916. Written by Kornilov, a popular Russian professor, it is a necessary book in every library, whether private or public. Just ready, its publication has been as perfectly timed as if I had a private wireless to Petrograd, which, I would remark, although there have been rumors to the contrary, I have not.

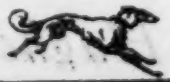
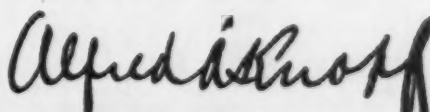
¶ You ought to make a special display this week of **MODERN RUSSIAN HISTORY** together with other Borzoi books, and in that way capitalize profitably the astounding Revolution that has just taken place in Russia.

¶ I want to call your attention also to **GREAT RUSSIA: Her Achievement and Promise**, by Charles Sarolea (\$1.25 net), which is the most comprehensive brief popular survey in English. Incidentally, Dr. Sarolea will be in the United States for a second lecture tour shortly, and this will further stimulate the demand for his book.

¶ I have on press two books which will be in great demand. One, **THE SHIELD** (\$1.25 net), edited by Gorky, Andreyev and Sologub, will come as a sensation to American readers—a very exhilarating and magnificent sensation, however, for in it speaks the finest aspirations of the new Russia. The other, **RUSSIA'S MESSAGE**, by William English Walling, sub-titled "The People Against the Czar"—explains as does no other book in English the true nature of the backbone of Russia—the peasant. It contains over 20 exceedingly interesting, hitherto unpublished and uncensored illustrations, and will retail at only \$1.50 net. Make a note of these two books and order sufficient stock at once. They are being rushed and will be ready shortly.

¶ Check your stock on the Sarolea and Kornilov items, and remember, too, that **IN THE RUSSIAN RANKS**, by John Morse (\$1.50 net), is the best book that has come from the Russian front since the beginning of the war, and that people today want to know about the Russian Army.

Yours faithfully,





1817



1917

# Harper & Brothers

(Established 1817)

*present their compliments to their friends of the book trade on this, the*

## Centennial Anniversary

*of the founding of their House. Harper & Brothers desire to offer to their friends and associates, the booksellers, their cordial greetings and their earnest appreciation of the co-operation which the retail book trade has afforded in placing the Harper books so successfully before the reading public.*

*In entering upon their Centennial Year with renewed prosperity and larger plans, Harper & Brothers desire to call attention to a few recent and immediate features which include fiction by*  
*Frances Hodgson Burnett*

*Booth Tarkington*

*Basil King*

*Zane Grey*

*Mark Twain*

*William Dean Howells*

*Sir Gilbert Parker*

*Margaret Deland*

*Rex Beach*

*Rupert Hughes*

Hamlin Garland

Kate Langley Boshier

Ruth Sawyer

Holman Day

Clarence Budington Kelland

STANDARD BOOKS

Harper's Modern Science Series

beginning  
with The Offender by

Burdette G. Lewis, Commissioner of  
Correction, New York

Harper's Fine Arts Series, Edited by

Professor George H. Chase, of Harvard  
University

beginning  
with A History of Architecture by

Professors Fiske Kimball and George H. Edgell

President Woodrow Wilson

Mrs. Edith O'Shaughnessy

Crabb's Synonymes (Centennial Edition)  
(revised and enlarged)

Russell H. Conwell

Charles Rann Kennedy

Dr. Frank C. Goodnow

Professor A. C. McLaughlin

Professor John R. Commons

Professor F. A. Ogg (A new volume in THE  
AMERICAN NATION)

Charles P. Steinmetz

and an exceptional list of juvenile books

Harper & Brothers desire gratefully to acknowledge the unprecedented success of the Author's National Edition of Mark Twain's Works. They have the honor to announce that in the course of this Centennial Year they will publish a new edition in ten volumes of President Wilson's "History of the American People," illustrated with original documents, state papers, facsimiles and old prints selected by historical experts.

These few announcements will, we trust, suggest to our friends the larger character of our plans and serve to strengthen our relations.

With cordial greetings and every wish for your success, we are,

Yours faithfully,

HARPER & BROTHERS

(Established 1817)

A VADE MECUM FOR BOOKMEN

# AMERICAN BOOK TRADE MANUAL

*Octavo, Buckram binding*  
*Price \$5.00 net*

## *Principal Contents:*

LIST OF PERIODICALS  
LIBRARY, BOOK TRADE AND KINDRED

LIST OF ORGANIZATIONS  
LIBRARY, BOOK TRADE AND KINDRED

PRIVATE BOOK COLLECTORS  
(1920 Addresses)

ARRANGED ALPHABETICALLY  
ARRANGED GEOGRAPHICALLY  
ARRANGED BY SPECIALTIES

DIRECTORY OF PUBLISHERS  
(2500 Addresses)

DIRECTORY OF BOOKSELLERS  
(3500 Addresses)

IN THE UNITED STATES

IN CUBA

IN MEXICO

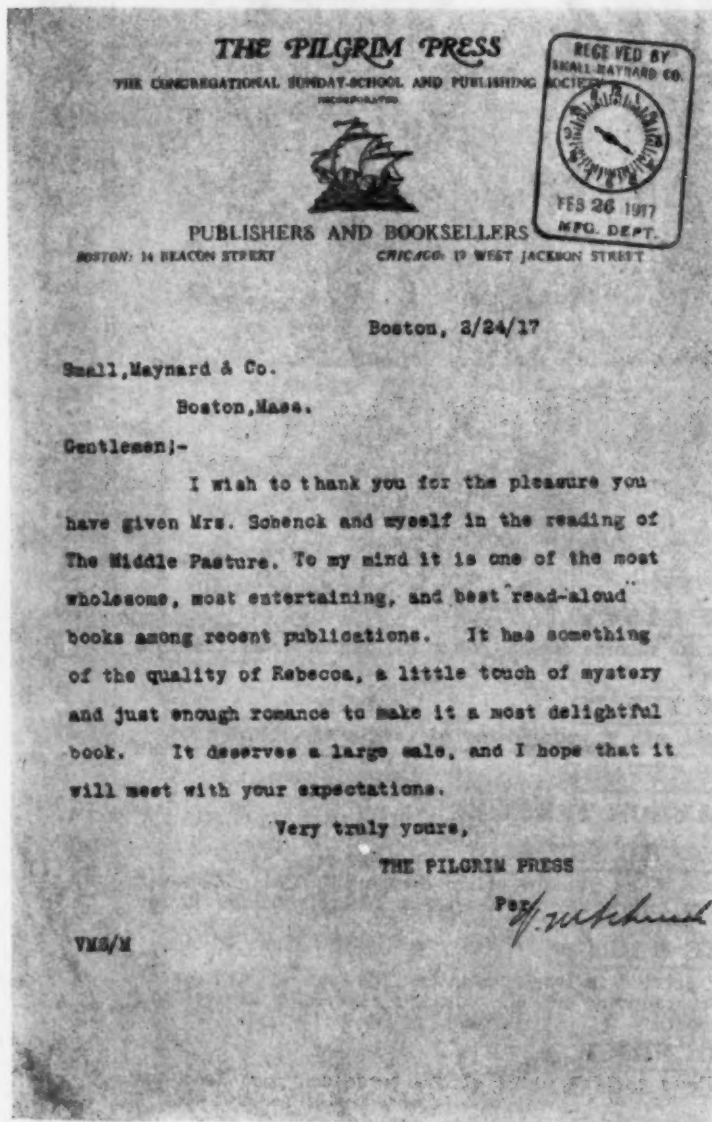
IN CANADA

*THE AMERICAN BOOK TRADE MANUAL is a useful trade tool for the book trade and a help to all concerned in book publishing, buying, selling and collecting. It is first of all a series of up-to-date directories, covering private collectors, publishers and booksellers combined in one volume.*

**THE PUBLISHERS' WEEKLY**  
241 West 37th Street New York



Read this opinion of "*The Middle Pasture*" from V. M. Schenck whose judgment every book-seller respects.



YOU know that the two real tests of a book's popularity are how it entertains the whole family and how it is adapted to reading aloud. "*The Middle Pasture*" meets both requirements. It made a wholesome impression on another man whose wife particularly enjoyed reading it aloud to her seven-year-old son. When she finished, he asked her to read it all over again!

The very qualities that you know make for success are found in "*The Middle Pasture*." What more can be said about a book?

Is your present supply sufficient to keep pace with the increasing sale of this book?

SMALL, MAYNARD & COMPANY



PUBLISHERS - BOSTON

MEANS MONEY TO YOU!

# Dollar & Cent

Ready  
April  
5th



## THE STORY

A thrilling narrative of love, sacrifice and success which holds the reader from the first chapter to the last with the same fascination.

## THE THEME

Dealing with the problem which confronts every young married couple of ambition.

## THE AUTHOR

ALBERT PAYSON TERHUNE

## THE AUDIENCE

The thousands who have read and enjoyed "The Shadow of the Prophet," "Caleb Conover, Railroader," "Dad," "Superwomen," and who follow the work of Mr. Terhune in the fiction magazines and in the newspapers.

## THE BOOK

A handsome volume, well bound, clearly printed in large readable type, set off with excellent illustrations and a three color jacket reproducing an oil painting especially ordered for this book and executed by Miss Eleanor Howard.

## THE PRICE

The popular price of \$1.35 net, which allows for the profit of the trade and yet does not seem exorbitant to the purchaser.

## THE ORDER

May be placed at any time with your jobber or with the publisher and should be placed early in order that you may not have to wait for your stock when the Spring-long advertising campaign to the public begins.

**Free** Imprinted literature about this book  
furnished to dealers. Write to-day.

**ROBERT J. SHORES, Publisher**

225 Fifth Avenue

New York



"THE BEST NEW NOVEL WE'VE READ SINCE 'MR. BRITLING'"

"FULL OF CHARM"

"READABLE AND DRAMATIC"

"DOUBLE MY ORDER" (A Bookseller)

# ADS. that are selling "THE BALANCE"

(Taken from Alexander Harvey's  
Review in "The Bang.")

By  
Francis R. Bellamy

*"The author's knowledge of the heart of woman fills me with awe. His Carrie is the perfect heroine."*

*"There were moments during which I sat concentrated on this tale with all the interest a man might feel in his own winning hand at poker."*

*"I am reading 'The Balance' all over again from the beginning just to renew my youth."*

# \$100.00 for the six best ads

"EXTRAORDINARY STORY"

"AUTHOR BIDS FAIR TO MAKE HIS MARK IN AMERICAN FICTION"

BELLAMY says that these ads made him want to read "The Balance."

As Bellamy is the author of "The Balance" that is high praise.

But we want more ads—even better ones.

For the six best ads about "The Balance," less than fifty words, received not later than April 20th, we offer these prizes:—

First Prize, \$50.00

Second Prize, \$25.00

Third Prize, \$10.00

and three prizes of  
\$5.00 each

Address:

Outgoing Advertising  
Department

Doubleday, Page & Co.

Garden City, N. Y.

"AS GOOD AS 'QUEED'" "SPIRIT of HUMANITY MAKES IT NOTABLE"



*As lively as the winds of March is*

## THE GIRLS AT HIS BILLET

By BERTA RUCK, Author of "His Official Fiancée," "In Another Girl's Shoes," etc.

The best of all Berta Ruck's stories in its second edition a week before publication. A sprightly, happy tale about three beautiful girls in exile and all the funny things that happen when an instruction camp is established in their Adamless Eden. A novel full of snap, dash, humour and irresistible gaiety of spirit. *Illustrated, \$1.40*

*A new Fabre book—*

## THE LIFE OF THE GRASSHOPPER

The seventh in the translations made by Teixeira from the works of the famous naturalist, J. HENRI FABRE,, Author of "The Life of The Caterpillar," etc. As dramatic as a good piece of fiction. ....\$1.50

*Fiction for your serious readers—*

## SHADOWS

By H. GRAHAME RICHARDS, Author of "The Garden of Dreams."

An immensely entertaining romance of English country life in war times and a young man's regeneration in the fighting before Paris. ....\$1.40

*A popular book on a popular subject—*

## MAN'S UNCONSCIOUS CONFLICT

By WILFRID LAY, Ph.D.

Psychoanalysis and its helpfulness in solving the perplexing problems of living. How to obtain mastery of oneself.

*A new feature in travel books—*

## ACROSS ASIA MINOR ON FOOT

By W. J. CHILDS

A unique journey—1,300 miles on foot from the Black Sea to the Mediterranean.

## New Books Pub- lished To-day MARCH

# 24

**G**OOD news for the book-seller! Berta Ruck again! Her books have all the required qualities of so-called sellers minus their undesirable qualities, which accounts for their steady appeal to a host of readers. Of "His Official Fiancée," eleven editions were sold, and of "In Another Girl's Shoes," five, and they're still going. Yet, the most prominent bookseller in Cleveland considers "The Girls at His Billet" even better than "His Official Fiancée."

For those who will persist in thinking a Berta Ruck story too gay for them, there's SHADOWS, more serious fiction, excellently written.

Everybody will like the new FABRE book. It makes the grasshopper extraordinarily interesting even though you may think you care nothing about grasshoppers. And since being psychoanalyzed is the fashion these days, DR. LAY'S book ought to go well. It's a practical, helpfully suggestive talk on a subject of current interest.

## DODD, MEAD AND COMPANY

Fourth Avenue and  
30th Street, New York

## The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

March 24, 1917

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible, in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."*—BACON.

### PUTTING PERSONALITY INTO BOOK ADVERTISEMENTS

EVERYONE in the book-trade has been impressed at one time or another with the inadequacy of the average book advertisement. He may have—and if he is a publisher he undoubtedly has—given some pretty serious thought to the subject; he may even have worked out occasional copy that satisfied him; he may point with pride to the favorable appearance his present copy makes in comparison with that in his scrap book of ten years ago; but the fact remains that book advertising has not yet "found itself."

"What's the matter with the publishers, anyway; why don't their ads. say something?" demanded the advertising director of a nationally advertised product recently after looking thru a collection of book advertisements. He held out a sample at arm's length: the title, repeated in five different sizes of type, took up the upper third of the page; then came the words "Surpassing in Appearance, Pictures, Popular Appeal, Powerful Interest, by John Smith"; then seven lines of the following undescriptive description in the smallest type on the page: "The Woman of 'The Lion's Fur' was a refugee from Belgium; she knew Mexico like a book; she was an actress to the tips of her fingers, with the lithe grace of a tigress and the primitive taste of a savage, covered by the ways of a woman of the world. Surround her with the allure of mystery and we have a heroine who promises interest and commands attention. Illustrated by Arthur I. Keller. 12mo, Cloth, \$1.50 net."

He then pointed to ten identical one-inch ads. in the morning paper, six on one page and four in a row at the bottom of the facing page, each one saying: "The Black Dark-

ness,' a novel by Tom Jones," with the publisher's name below.

At the top of the same book page was a three column advertisement, about four and a half inches deep, which forced attention by its slugging type and the use of a big black cross (having nothing to do with the story) as a background for the white lettered title. "Gets your eye all right," remarked the advertising man, "but what does it tell you? Pick your way thru the splotches of type in the forks of the cross: 'Brown's new novel'; 'back to the swing and dash of "Bingo"'; 'wherever books are sold'; 'a group of human and appealing characters'; 'there is a superb woman—and a mystery.'"

He picked a final instance. "How's this for a description of an article for sale?" he demanded: "An unusually fresh plot with a delightfully and justifiably happy ending, a group of extraordinarily entertaining characters, and a story telling manner rich in humor, satire, and that charm called personality."

In an article on frothy advertising copy reprinted elsewhere in this issue, the publisher of the *Saturday Evening Post* is quoted as having termed most of the advertisements submitted to him just "nice little messes of words." If Mr. Curtis calls the average commercial advertisement a "nice little mess of words," what would he call advertisements like the above!

The task of the man who writes book advertising copy is at once harder and easier than that of the man who markets an ordinary commercial article. It is harder because the commercial advertisements in a periodical like the *Saturday Evening Post* deal as a rule with a more or less established, going proposition, while owing to the fact that the publisher is constantly lifting his advertising fire to a fresh book he continually has to act as advance agent for an unknown proposition.

On the other hand, his task is easier because of the endless variety and the humanness of his product and because of the fact that the booklover comes to an advertisement of a dollar and a half book in a receptive mood that is the envy of the advertiser of automobiles and spaghetti.

Book advertising should be to ordinary commercial advertising as the decorative style of art is to the staid Royal Academy art. Instead of the blunt, unalluring brand of copy so often seen in book advertisements to-day, either saying nothing or saying some-



thing in "nice little messes of words," we should find copy embodying an infinite variety of imagination, not only saying something but saying it finely, alluringly, with personality.

An approximation of what we mean by copy free in style and possessed of personality is afforded by the recent small space newspaper advertisements of Bellamy's "The Balance" published by Doubleday, Page: "A new author," says one of these two-inch advertisements set in twelve-point Cheltenham bold face italics, "gives a publisher, if he believes in him, a difficult task. How is he to convince the readers in these rushing days that the author is most exceptional? That task is before us in presenting Francis R. Bellamy's novel, 'The Balance.' (Published by Doubleday, Page & Co.)" In four square inches of "different," imaginative, personal talk the publisher has said more, we believe, than did any other publisher on the same page, including those using three and four times as much space.

Such copy cannot be gotten up by the yard on short notice. It cannot be gotten from the description in the spring catalog. It isn't just a problem of lay-out. It is the result of a nice adjustment of brains and personality and we believe it will pay the publisher to spend real money on such a combination—when he does, his advertisements will leap to meet the eye of the bookbuyer as did the little Doubleday, Page advertisement above and as all too few advertisements to-day do.

THE recent tightening of the English embargo has put a total stop to the export of books and unbound sheets from this country to England, with the exception of single copies sent by mail. Magazines likewise are debarred and neither *Harper's* nor *Scribner's* will, we understand, send over an English edition of the April number. Applications for licenses to import have been definitely refused in some cases, tho in others the American publishers have not yet received actual word of refusal. There seems, however, small possibility that any such special licenses will be granted—in fact, there is still some doubt whether certain books and periodicals actually in transit at the time the embargo went into effect have been allowed to reach their destinations. Since the purpose of the embargo is to free all possible tonnage for munitions and since plates require far less space than books or printed sheets, it is barely possible that the English

government will allow their entrance and this possibility is at present being considered by certain publishers on this side.

THE obvious desirability of a change in the size of our paper money—preferably a reduction to the standard three by five inch (or more exactly the  $7\frac{1}{2}$  by  $12\frac{1}{2}$  centimeter) card size for which so many filing devices are adapted—has not yet outweighed the prejudice in favor of the present size. Now, however, that Great Britain has reduced her even more cumbersome "blanket" bank notes, overcoming a prejudice against change even more deeply ingrained, there is hope for ourselves. The new English notes are of interest, not only for their new size ( $3\frac{5}{16}$  by  $5\frac{15}{16}$  inches), but also from the fact that they are printed by a photogravure process instead of being engraved. The first lot was available for the public about January 22. The front of the note shows King George's head, and on the back is a view of the Houses of Parliament. Tan-brown, greenish-brown, green, purple, and black inks are used in printing, so the note means much presswork.

#### "NICE LITTLE MESSES OF WORDS"

AMONG the things which stand out in his memory of the Philadelphia Advertising Clubs' convention, says S. Roland Hall, Advertising Manager of the Alpha Portland Cement Co., is the statement by Cyrus H. K. Curtis that most of the advertisements submitted to him are just "nice little messes of words."

This remark from an aggressive advertiser who seems ready at all times to find the money when he can find the right kind of copy to fill the space, says Mr. Hall in a recent number of *Printers' Ink*, made a hit with me, and I took some of the hit myself, for I am sure that I have written my share of "nice little messes of words." So far as this article may seem to be a criticism of copy, let it be understood that I admit that I have been among the offenders.

There is much said these days about the broader field of the advertising manager, of how he must get away from copy work, and become sales manager or the next thing to it, of how he may reform the manufacturing end of the business, teach the president of his company how to play golf, coach the treasurer on the efficient management of a wife, show the retail dealer how to get hundreds of dollars of benefit from a dollar and seventy-five cents' worth of advertising spent in his community, and all that sort of thing. I believe in some of this doctrine. But I fear sometimes that advertising men in following this notion of spreading themselves all over the business that gives them employment, are neglecting something that forever and aye



must be the vital thing of an advertising campaign—the message to the public, the thing that must be so well put together that it will stop the roving eye of the reader and cause him to *look, read, believe and remember*. Good copy, whether in our periodical advertisements or our letters, calls for the expenditure of real brain power. Because it takes time and nerve force, are we going to leave it to the tailor-made young men who are breaking into the advertising business on the copy end, to the editorially inclined gentlemen who wear heavy tortoise-shelled glasses, or to our first assistants, “who really have more time for mere copy work” than we fearfully busy advertising managers have? A great deal of pointless but expensive periodical advertising and letter-writing makes it appear as if this were the fashionable view just now.

#### RENEWING OUR EDUCATION IN RHETORIC

It would be a fine thing if every advertising man at each five-year period of his life would review a good treatise on composition and rhetoric. We make a great deal of sport of the writer or speaker who argues for effective English. We say, or think, that with the experience we have had in preparing advertisements we do not need straw for our bricks, but can sling the English language ‘most any old way and get results. Maybe we can neglect some of the sound principles of good composition and still get a measure of results. That, however, is no reason why we should not dig deep and get our measure of results “heaped up, pressed down and running over.”

Now, I have been recently looking over an admirable treatise on composition and rhetoric—a book that, tho written a decade ago, might well have been prepared by someone familiar with the needs of copy-writing as they exist to-day. I was particularly impressed with one principle laid down—a principle that I am making the text of this article: *Every paragraph should have a topic*. The authors go on to explain that the first sentence of a paragraph need not necessarily reveal the topic; that the final sentence may not; that the topic of the paragraph may be spread so nicely over the paragraph as a whole that no one sentence may be said to be the topic sentence; *but that a topic, something worth telling, must stand out unmistakably from the paragraph*, or else the paragraph has no excuse for existence—is mere verbiage, froth, a “nice little mess of words.”

What a lesson for the writer of copy! No one knows better than we ourselves do that we are constantly dodging the truth of that lesson in preparing copy for our periodical advertisements and in writing our sales and soliciting letters. There’s no need of expanding this statement. Let’s look at some examples. Names of products are omitted not only from the paragraphs that have no real topic but from those which bristle with sharp points, for there is no intention on my part to pose as a high and mighty final judge of copy.

“From the incoming host of new ideas of lighting, — Service selects for the makers of — Lamps only those developments in de-

sign, materials and methods that will improve the light you enjoy.”

This is the opening of a light advertisement that is indeed light! Can you imagine the reader discovering anything that is interesting in this argument and getting an impression from it *that will stick*? No, you can see the brow-knit copy-writer groping for an idea and finally, with a sigh, contenting himself with this generality.

“Eighty-three per cent. of the 654,653 higher-priced motorcars built in 1916 have — Bearings at one or more points of severest service—wheels, differential, pinion shaft and transmission.”

Ataboy! He had a topic, a definite, impressive topic. That more than four-fifths of the higher-priced cars have this equipment means something to the automobile buyer.

“Scientific investigations and progressive development have brought the — to the premier position which it now occupies. Designed and manufactured only after the most thoro study of the theory and practice of ignition, it is right on every count!—and yet it costs no more than ordinary plugs.”

That first sentence may have sounded well to the advertiser’s executive board who, in the first stages of advertising, are usually fond of high-sounding claims, but who believes such claims? We advertising men don’t, and we don’t at heart believe that anyone else believes them. “Costs no more than the ordinary.” Oh, how often we reach out for that old friend as a closer.

“After a man tries out a — his new tires thereafter will almost invariably be —. That motorist has sailed thru the stormy sea of doubt and anchored safe in the harbor of decision. There’s no question in his mind now. When you ask him which are the best tires he will say without hesitation, ‘—, of course.’ He may change cars. There are many types and many prices of cars, and what is best for him to-day may not be to-morrow. But for him there’s only one tire for every car.”

#### HOW HE WOULD STAND IN A CORRESPONDENCE SCHOOL

Were I back at the old job of teaching advertising and a student submitted this bit of copy with his sixth lesson, I’d say: “Nice, smooth writing, young man, but it is fundamentally weak, because you really haven’t said anything that will stick in anyone’s mind. Moreover, what you have written lacks even the quality of readableness.” Advertisers of automobiles, tires and clothing seem to be partial to this sort of frothy copy that you have only to taste to discover that it has no body.

Imagine the following going into space worth from \$25 to \$100 per column inch:

“One generation after another has found in the name — a standard of good workmanship and efficient service. You who particularly need a faithful car will find in the — a wonder for your use—comfort, power, endurance, speed in abundance. When it comes to a long, hard pull or to a steep climb, you will realize just how faithful this car is. And

then after you have owned it a long time and have driven it 100,000 miles, you will appreciate the — standards of construction."

Dear brother copy-writer—you who wrote that paragraph, let me assure that I, as one mildly interested in buying a car, can't see anything in what you have written that makes the Blink Car stand out in my mind as a desirable purchase.

"You keep a time sheet on the individual worker. Labor is the most expensive thing you buy, and you get facts, not theories, as to what labor produced. Yet you stick to shorthand in writing your letters. And letters are just as vital product as factory product. Shorthand is hand labor. It is obsolete and inefficient. And it is costly. It makes you write every letter twice—once in shorthand and once on the typewriter. It makes your typist waste her time taking dictation and waiting to take it. You don't get as many letters as you should, or as well-written or accurate letters; you don't enjoy personal convenience in dictation, and you pay at least a third more than you should for every letter."

Has the foregoing a topic? Every sentence bristles with facts and arguments that drive home. The truth of the message forces itself home as you read it, whether you really want to use a dictating machine or not. Now, for another of the same kind:

"— Board is made of dove-tailed lath that clinches the stucco; the lath are creosoted to preserve them, imbedded in asphaltmastic, which is a perfect protection against vermin and dampness, and backed by heavy fibre-board thru which neither sound, heat, nor cold can penetrate."

This tells what a prospective builder wants to know. It draws an accurate picture of what the board is and what it will do. "Does it draw a definite picture in the reader's mind?" is, by the way, a pretty good test of copy. If copy goes thru the mind without drawing a picture you can put it down that there isn't going to be any memory-dent, and the advertisement that doesn't include something *that is likely to be believed and remembered* "doesn't belong."

#### WHAT DOES THIS MEAN, ANYWAY?

"In the — machinery industry, the makers of the — have been real trail-makers. They have blazed the way time after time with new ideas, new ways and new methods."

Indeed, brother! Why didn't you mention one or two of the things that this advertiser did that entitles him to the position of "trail-maker." Such copy has no "stopping quality." As we read it we haven't the remotest idea of what "new ideas, new ways or new methods" this advertiser may rightfully claim to have introduced. He says nothing that makes us concentrate thought on his product, and so we pass on and don't remember anything that we saw in his old advertisement except possibly the name.

"They are the sum of all that is best in knowledge, materials and method in the — field. Wherever found they uphold in all ways

the integrity of intention and effort behind them."

'Gwan! Why imitate the ostrich and try to delude ourselves that such statements get anywhere? Just what would we do to a salesman that tried to talk such stuff to us?

"Most separators have to be turned fifty-five to sixty turns a minute or they lose cream. But if you want, you can turn a — at only thirty-eight or forty revolutions per minute and still get a perfect skim, for the wonderful suction feed drinks up the milk only as fast as it can perfectly separate it. Again, the bowl hangs from a single frictionless ball-bearing running in a constant bath of oil. That, too, means easy turning. The bowl has no heavy discs in it—little power is required to set it spinning."

Anyone who has even a slight knowledge of cream separators can see a picture of the advertised machine as he reads this language. And here is another paragraph, conspicuous for its definiteness:

"It is the logical result of this safety movement that during the past three years over half a billion passengers—553,890,063—more than five times the total population of the United States—have been carried over the — Railroad lines without the loss of the life of a single passenger in a train accident."

I am not going to tell you how many different publications I looked over in my search for a dozen crackerjack examples of paragraphs—paragraphs that we can imagine stand a fair chance to bring the advertiser a return for his investment. But I'll assure you that all the specimens quoted are from recent advertisements in high-priced space.

High-priced space is full of weak, silly, bragging, get-nowhere paragraphs—the nice little messes of words, the generalities that are comparatively easy to write because they don't call for research or much hard thinking. Did you ever count the advertisements in a single newspaper or magazine and then watch someone read that publication. See how little time they really spend on it and how they skim along, stopping to heed only those advertisements that have some real claim on the flitting attention.

Has the statement that you are going to make a real, worth-while topic? No? Then your effort will be a "nice little mess of words" and be unworthy of you and of present-day advertising standards. Go get a topic!

#### FRENCH PUBLISHERS ORGANIZE TO FURTHER BOOK EXPORTS

AN organization to study the problem of increasing the exports of French books was effected at a meeting of twenty-nine French book publishers at the *Cercle de la librairie* in Paris on February 5. The aims of the new organization—*la Société d'études pour l'exportation des éditions françaises* is its full name—are as follows:

To send qualified representatives regularly to foreign countries.



**A NEW AUTHOR** *is really sure of a welcome provided he is able to do two things—write well, so that the mere reading will be a recreation and intellectual pleasure; and present an idea worth presenting. This Francis R. Bellamy has done in "The Balance."*

(Published by  
Doubleday, Page & Co.)

**A NEW AUTHOR** *finds his best friends among book-sellers. Their interest goes far. The trouble is that all publishers are inclined to tell them that all new authors are "most extraordinary." Notwithstanding, we ask their help to read and sell "The Balance," by Francis R. Bellamy.*

(Published by  
Doubleday, Page & Co.)

**A NEW AUTHOR** *is Francis R. Bellamy, and his book, "The Balance," is a real discovery. We ask you to read it not because the writer is new to the field of novels, but because you will enjoy it and will encourage the man who produced a book of worth.*

(Published by  
Doubleday, Page & Co.)

**A NEW AUTHOR** *has to contend against the publication of ten thousand books a year in one country. How is his one book to get attention, no matter how good? Francis R. Bellamy's novel, "The Balance," will get attention because one person will recommend it to another. The difficulty is to get it started. Will you be a volunteer?*

(Published by  
Doubleday, Page & Co.)

FOUR OF THE TEN ORIGINAL LITTLE TWO BY TWO AND A HALF INCH ADS. APPEARING IN THE DAILY PRESS THRUOUT THE COUNTRY FEATURING BELLAMY'S "THE BALANCE." ALL THE ADS. STRIKE THIS SAME PERSONAL, CONFIDENTIAL NOTE



To bring French publishers into closer relations with booksellers in other countries.

To fit both men and women to go to foreign countries and either establish new French book departments or increase the effectiveness of those which already exist.

To organize systematic channels of publicity for French works.

To establish central jobbing houses abroad wherever this seems practicable and advisable.

Following are the officers and directors of the *Société*:

P. Gillon (Larousse), president; P. Main-guet (Plon-Nourrit et Cie.), vice-president; Max Leclerc (A. Colin et Cie.); P. Masson; Ch. Delagrave; A. Gauthier-Villars; H. Laurens; L. Boivin, secretary. The address of the organization is for the time being 8 Rue Garancière.

#### MORE BOOKSELLERS ENDORSE A. B. A. STAND AGAINST DIRECT SALES

THAT the booksellers of the country are far from apathetic toward the matter of the direct sale of books by publishers is evidenced by the communications received by the secretary of the American Booksellers' Association from various local associations and groups of dealers endorsing the recent resolution. Within the past week Mr. Butler has heard from the booksellers of Houston, Texas, and of Indianapolis. The former have adopted the following resolution:

"Whereas, we, a committee of the Houston Booksellers, representing practically the unanimous sentiment of the retail booksellers of this city, do hereby endorse the action of the Board of Trade of the American Booksellers' Association in passing a resolution on the 'Direct Sale Problem' copy of which is attached hereto, and it furthermore offers to support the Board of Trade to this aim.

E. M. PARRISH BOOK & WALL PAPER CO.

THE FEETSHORN COMPANY.

THE TEOLIN PILLOT CO.

by TEOLIN PILLOT, *Pres.*"

The booksellers of Indianapolis have sent the following letter:

"The retail booksellers of Indianapolis are greatly interested in the resolution adopted by the Board of Trade with regard to the direct sale problem.

We believe that the condition of affairs as shown in this resolution and the suggestions made are decidedly important to the welfare of the retailers of books and we hope that the point will be consistently pressed and we offer to you our co-operation in anything that can be done.

T. S. AYRES AND CO.  
PETTIS DRY GOODS CO.  
W. K. STEWART CO."

#### PRELIMINARY PLANS FOR THE BOSTON CONVENTION

It has been decided to hold the forthcoming Boston Convention of the American Booksellers' Association on May 15, 16 and 17 at the Copley-Plaza Hotel. The Program Com-

mittee is preparing an attractive program which will include new features, while the various Boston Convention Committees are busy over plans to entertain an unusually large number of guests.

The Copley-Plaza, Boston's newest and best hotel, is in the center of Boston in Copley Square, adjacent to the Boston Public Library, Trinity Church, New Old South Church, the theaters, and the Back Bay (N. Y., N. H. & H. R. R.) and Huntington Avenue (B. & A. and N. Y. C. R. R.) stations. Tickets for the banquet on Thursday evening, May 17, will be \$4.00 as usual. Ample accommodations have been provided at the Copley-Plaza and nearby hotels at moderate rates, and full particulars with rates will be supplied later on.

The visiting booksellers will be able to visit Faneuil Hall, Bunker Hill Monument, the Old South Meeting House, the Old North Church, the Old State House, and a hundred other places of interest in Boston proper, as well as to make a historic and literary pilgrimage to Cambridge, Lexington and Concord. After the Convention it will be possible to make trips to Nantasket Beach, Plymouth, Cape Cod, Revere Beach, Marblehead, Salem, the fashionable North Shore, Gloucester, the great fishing port, and to the White Mountains.

The Boston Committees especially urge members to bring along the ladies, as the Women's Reception Committee will extend the 1917 brand of Boston hospitality to all women visitors. This promises to be a new feature of Booksellers' Conventions.

#### BOOK-TRADE ASSOCIATIONS

##### ANNUAL MEETING OF THE NEW YORK BOOKSELLERS' LEAGUE

THE March dinner of the New York Booksellers' League, given at the Advertising Club on March 21, was also the twenty-second annual business meeting. The customary order of procedure was reversed to accommodate the guest of honor, John Cowper Powys, who had another engagement. His address on "What's the Use of Best Sellers" was one of the most delightful ever listened to by the league. His pungent criticism of barriers to good bookselling, his ridicule of some forms of censorship, and his glowing tribute to the real bookseller made an impression on his hearers that will long be remembered. John R. Anderson, the dean of the league, who started in the business in 1857 as a cub with the old jobbing house of Clark, Austin & Maynard at 3 Park Row, New York, followed with an interesting review of his career of sixty years. The annual election which followed resulted in the selection of the following members for the board of managers to serve for three years: Charles A. Burkhardt, E. Byrne Hackett, Theodore E. Schulte, C. C. Shoemaker, Isaac Mendoza, and Joseph E. Greene. The election of president, with two candidates in the field, resulted in victory for Frank Bruce, of the Houghton Mifflin Company.

Owing to the absence from town of Secre-

tary Wessels, the annual report of the league was not presented. It will appear in the next issue of the PUBLISHERS' WEEKLY. The attendance was, as usual, greater than the accommodations provided for, and again emphasizes the necessity of larger quarters for the meetings hereafter.

#### LADIES' NIGHT AT PHILADELPHIA ASSOCIATION

The Booksellers' Association of Philadelphia held its yearly Ladies' Night banquet at the St. James Hotel on Saturday evening, March 17th. The exceptionally large attendance evidences the prosperity the Association is now enjoying. Practically every bookseller and book publisher in Philadelphia was represented, one house bringing over twenty of its staff. At 7:15 o'clock the members and guests sat down to the following menu:

Stuffed Tomato	St. James	
Puree	Mongole	
Celery		Olives
Broiled Blue Fish,	Maitre d'Hotel	
Half Maryland Chicken	with Fresh Mushrooms	
String Beans au Buerre	Potatoes Rissolle	
Chiffonade Salad		
Neapolitan Ice Cream	Assorted Cakes	
Demi-Tasse		

William Hughes Mearns, author of "Richard Richard," the first speaker, told of the experiences of certain booksellers with his novel. Mrs. Izola L. Forrester, author of the "Polly Page" books, who hails from the backwoods of Connecticut, gave a graphic account of the part her six children played in the writing of the many books and magazine articles which have come from her pen. Mrs. Kate Langley Bosher, author of "Mary Cary," spoke on well-known English and American women authors of the past and present.

As each speaker arose a special song was sung, lead by "Professor" James W. LeGallez, as follows:

President Hughes, when he rises to introduce the speakers:

Oh, Albert, you're a friend of mine,  
Oh, Albert, you're a friend of mine,  
You are little, but by jing,  
You're a hustler, so I sing,  
Oh, Albert, you're a friend of mine!

Mr. William Hughes Mearns, author of "Richard Richard."

Oh, Richard Richard, you're a friend of mine,  
Oh, Richard Richard, you're a friend of mine,  
You're a very funny feller,  
And some day you'll write a seller,  
Oh, Richard Richard, you're a friend of mine!

Mrs. Izola Forrester Merrifield, author of the Polly Page books.

Oh, Polly, you're a friend of mine,  
Oh, Polly, you're a friend of mine,  
Every Page you put in covers,  
Brings you hosts of loyal lovers,  
Oh, Polly, you're a friend of mine!

Mrs. Kate Langley Bosher, author of "Mary Cary."

Oh, Mary Cary, you're a friend of mine,  
Oh, Mary Cary, you're a friend of mine,  
You are welcome at our dinner,  
For we like to pick a winner,  
Oh, Mary Cary, you're a friend of mine!

After the speeches there was dancing in which practically every one took part.

The annual election of officers took place at this meeting and the following were elected:

President, Dr. A. S. W. Rosenbach; vice-president, George W. Jacobs; secretary, Rudolph G. Kornbau; treasurer, William M. Bains. The following three directors were elected to serve a term of three years: C. C. Shoemaker, Charles F. Kindt, and Charles Sessler.

#### COMMUNICATIONS

##### IN WHICH WE GET MORE THAN OUR DUE!

Madison, Wis., 7 March, 1917.

Editor the PUBLISHERS' WEEKLY:

Years ago, when Kipling was quite unknown, Tennyson, discovering a poem of his in a newspaper and finding it good, wrote the new and unknown poet a letter of praise. Kipling said in acknowledging the letter: "When the general praises the private, all that the private can do is to fight harder the next day."

When the PUBLISHERS' WEEKLY praises the window displays of Wisconsin libraries and the poster bulletins of the Wisconsin Library School (P. W. for Feb. 17, 1917, p. 544), all we can say is: we owe it all to the PUBLISHERS' WEEKLY, and we shall surely try to have better windows and better posters because of this recognition.

The various comments and illustrations on successful windows appearing in the WEEKLY during several years, and its articles on the principles of window decoration, have been faithfully read. It is my pleasure to give the lectures on library publicity, including poster bulletins, and you may be interested to see some of the references to the PUBLISHERS' WEEKLY required as collateral reading, which are enclosed. I wish I might convey to you the pleasure and pride that your comment on our work has occasioned.

MARY EMOGENE HAZELTON.

#### OBITUARY NOTES

W. B. CHENERY, senior representative of the English house of Longmans, Green & Co., died early in the month.

AMONG RECENT casualties at the front are listed the only son of David Rice, of John Murray's, and the eldest son of James MacLehose, publisher to the University, Glasgow.

THOMAS WILBERFORCE STOUGHTON, senior partner in the firm of Hodder & Stoughton, the English publishers, died recently at the age of 75 years. During his last few years he took little part in business, altho he remained alert and in full possession of his mental faculties.

ARTHUR PHILLIPS, of the former firm of Beebe & Phillips Co., New Haven, Conn., was killed in an automobile accident near Milford on March 18. He was the son of the Rev. Dr. Phillips, of New Haven, and had been in the retail book-trade for about five years previous to the change of firm to Henry A. Beebe Co.

#### PERSONAL NOTES

GILBERT CANNAN is hoeing potatoes for the English government because he is a "conscientious objector."

LEO W. REGAN, formerly buyer of books at



the Golden Rule, St. Paul, Minn., is now with Kaufman & Baer, Pittsburgh, Pa.

HENRY HOYNS of Harper & Brothers left this week for Pinehurst, where he will spend two or three weeks convalescing from his recent attack of typhoid.

HOUGHTON MIFFLIN Co. announce that Bertram P. Huggins will have charge of the Book Room at 4 Park Street, the post left vacant by the death of MacDonald E. White last October. Mr. Huggins was for some years with the DeWolfe & Fiske Company, and later with the retail book department of Jordan Marsh Company, Boston.

#### PERIODICAL NOTES

ON MARCH 12TH Conklin Mann became managing editor of *Leslie's*.

BEGINNING with the May issue, *Home Needlework Magazine* will be combined with *The Modern Priscilla*, and will be published under the latter name.

*System on the Farm*, published by the A. W. Shaw Co., Chicago, appeared for the first time in March. In appearance, the new publication is similar to *System*.

#### LITERARY AND TRADE NOTES

HARPER & BROTHERS have changed the price of Mrs. Burnett's "The White People" from \$1.20 to \$1.

THE LOTHROP, LEE & SHEPARD Co. announces that the publication date of all their new spring books has been changed from April 1st to April 14th.

THOSE WHO HAVE BEEN INTERESTED in the development of Tarzan, the apeman, will welcome the fourth in the series, "The Son of Tarzan," by Edgar Rice Burroughs, published this week by A. C. McClurg & Co. In this jungle tale the son of Tarzan feels the call of the wild and reverts to wilderness ways.

THOMAS MOTT OSBORNE is acting as sponsor for Horace Winthrop Scandlin's "The Wicked John Goode," a true story, just published by the George H. Doran Co. John Goode was everything that his name was not—drunkard, jail-bird, thief. To-day he is one of the leaders of the Bowery Mission.

WEE MACGREGOR, that engaging Scottish youngster who has such a following, appears again in a book of short stories, "Kiddies," by J. J. Bell, announced by the Frederick A. Stokes Co. for March publication. Wee Macgregor is the hero of several of these stories, which are all about small boys, some of them English, but the majority Scotch.

LITTLE, BROWN & Co. published this week "The Hornet's Nest," by Mrs. Wilson Woodrow, a mystery story wherein the tactics of the underworld compete with the forces of law and order, and "Joan and the Babies and I," by Cosmo Hamilton, purporting to be "certain chapters from the autobiography of John Mainwaring, novelist."

"HEART MESSAGES FROM THE TRENCHES," a

book of letters from Canadian, English, Belgian and French soldiers in the trenches of the allied armies in France and in Flanders, is announced by Robert J. Shores for spring publication. These letters were written in reply to more than one thousand messages and poems sent the soldiers by Nellie Rosilla Taylor, of Philadelphia.

THE LAST of the series of Tuesday lectures by J. B. Kerfoot at the Lord & Taylor Book Shop will be on March 27, when he will sum up the books of the winter, particularly those by American authors. During April and May there will be Tuesday afternoon talks by other speakers. On April 3 Christopher Morley will speak on "Some Recent English Poetry," and April 10 will be Poetry Day when a number of poets will read from their works.

"THE FORD," a graphic picture of certain social and industrial conditions in California, by Mary Austin, and "One Year of Pierrot," an anonymous novel telling the story of a mother's love, are announced by the Houghton Mifflin Co. for publication on April 14. They will also publish, on March 31, "The Triflers," by Frederick Orin Bartlett, whose heroine's one end and aim in life is to avoid responsibility.

EVIDENTLY BERTA RUCK is not content to be merely Mrs. Oliver Onions. "The Girls at His Billet," published this week by Dodd, Mead & Co., adds another to the rapidly increasing list of her novels. Her latest is a khaki romance, revealing the lighter side of war times. Imagine the possibilities in the situation of a young lieutenant, the billeted guest in the home of some lovely and lonely English beauties.

"THE MIDDLE PASTURE," by Mathilde Bilbro, published by Small, Maynard & Co., is a tale of the type of "Rebecca of Sunnybrook Farm." A lovable little tom-boyish girl, tremendously interested in the affairs of her small world, particularly the romances, tells a story which has no age limit in its appeal. Miss Bilbro's name has hitherto been associated in the minds of the children of America with "piano pieces" that little people play.

WARREN M. HORNER, whose "Training for a Life Insurance Agent" is published this month in the *Lippincott Training Series*, gives inside information gathered during a highly successful career of a quarter of a century regarding all phases of the life insurance business. Mr. Horner points out that the business has been transformed during the years in which he has represented the Provident Life and Trust Co. from a business dealing primarily with death to one having a vital relation to men's prosperity in life.

THE PENN PUBLISHING Co. offered a series of prizes, aggregating \$100, for criticisms of their 1916 children's books. These prizes have just been awarded to the following persons: 1. Miss Dorothy E. Smith, of The Halle Bros. Co., Cleveland, \$50.00; 2. Joel E. Erickson, of Lowman & Hanford, Seattle, \$20.00; 3. Miss Catherine Butterfield, of The Lord &



Taylor Bookshop, New York, \$15.00; 4. P. W. Coussens, of A. C. McClurg & Company, Chicago, \$10.00; 5. Miss M. K. Carreras, The White House, San Francisco, \$5.00.

THEODORE DREISER and the John Lane Company have drawn up a statement of agreed facts regarding the novel, "The Genius," suppressed by the New York Society for the Suppression of Vice, and asked the Appellate Division of the Supreme Court of New York to decide whether the Society for the Suppression of Vice acted properly in warning the company that the book must be withdrawn from publication. A copy of "The Genius" was submitted as Exhibit A for the perusal of the justices.

THE DISTRICT SCHOOL has always had a flavor of the humorous in literature, on the stage and in real life, except possibly to the teacher. "The Cracker Box School," by Elizabeth Miller Lutton, just published by the Reilly & Britton Co., attacks the subjects from a new angle. It is the story of a bright young teacher's conquest in a war against worn-out educational methods. Teachers and school superintendents who have or should have views on vocational work, particularly in rural districts, will like to read how Molly Jane did it.

TIMELY TO THE minute is Alexander Kornilov's "Modern Russian History," published this month by Alfred A. Knopf. It brings the history of Russia down to the present, at least to 1916, or the point where one may continue it from the newspapers. The work opens with a vigorous outline of the condition of Russia at the end of the eighteenth century. It outlines the lives and environments of the Tzars down to the present or now past Nicholas II, sketches their courts and councillors and treats of the internal problems of each ruler. The author is a popular lecturer and professor at the Politechnicum of Peter the Great.

#### BUSINESS NOTES

BOSTON, MASS.—A. A. Beauchamp, formerly of Winchester, Mass., is now established at 603 Boylston Street as the "Copley Square Book Shop."

HOLYOKE, MASS.—P. A. Powers, for many years in the stationery and book business in Northampton, has opened at store at 313 High Street.

NEW BRUNSWICK, N. J.—Wm. R. Reed, bookseller and stationer, will break ground about May 1 for a handsome three-story building to be constructed at 391-393 George Street. The building will have a frontage of fifty-two feet and the first floor and basement will be occupied by the Reed bookstore. The W. R. Reed store was founded in 1861 and Mr. Reed has been part owner since 1892 and sole owner since 1897.

NEW YORK CITY—The Teneyeck Publishing Co., stationers and booksellers, have been incorporated for \$15,000 by N. Milbauer, L. E. Mahan and D. G. Griffin, 233 Broadway.

NEW YORK CITY.—Theodore E. Schulte will remove about May 1 from his present location at 132 E. 23d St. to 80-82 Fourth Ave. The store will occupy main floor, basement and

balcony in the new location and will have about twice its present space.

OGDEN, UTAH.—Fred Massa has sold his bookstore in the Boyle Block, Washington Avenue, to Felix T. Moore.

ROSEBURG, ORE.—Milton J. and Sam Shoemaker have purchased the store of the Roseburg Book Company, from R. H. C. Wood.

SAN FRANCISCO, CAL.—On April 1st Houghton Mifflin Co. will open their new office at 278 Post Street.

WACO, TEX.—Herz Bros. will open a retail book and stationery store at 511 Austin Street about April 15. They ask publishers to send their catalogs.

#### AUCTION SALES

MARCH 27, 28 AT 2:30 P. M. (Two sessions.) Catalog: Remarkable collection of Napoleonic autographs formed by the late Frederic Sheldon Parker. (No. 1291; 400 lots.)—Anderson.

MARCH 28 AT 10:35 A. M. (One session.) Catalog: Rare books, broadsides, pamphlets, and Orderly Book relating to the American Revolution, other rare Americana, [etc.] (No. 66; 147 lots.)—Heartman.

MARCH 29 AT 2 P. M.; MARCH 30 AT 10 A. M. AND 2 P. M. (Three sessions.) Catalogue of the autograph collection of the late Allen A. Brown, Boston. (1121 lots.)—Libbie.

APRIL 2, 3 AT 2:30 P. M. (Two sessions.) Catalog: Books from the library of the late Walter T. Stephenson of New York City. (No. 1295; 688 lots.)—Anderson.

RARE BOOKS AND MANUSCRIPTS brought \$8,014.05 at a sale at the Anderson Galleries this week. Gabriel Weis paid the highest price of the day, \$725, for the original manuscript of "Following the Equator," by Mark Twain, the printer's copy and the only draft ever made, typewritten on 781 sheets, with corrections and additions in author's handwriting. Other items were: Extra-illustrated copy of "The Comic History of England" and "of Rome," first editions, binding by Riviere; Gabriel Weis, \$115; "Cent Pseaumes de David," Paris, 1598, in binding by Cloris Eve for Marguerite de Valois; Gabriel Weis, \$200; Extra-illustrated copy of James Boswell's "Life of Samuel Johnson"; H. Malkan, \$140; "English Bards and Scotch Reviewers," first edition, presentation copy from Lord Byron to his intimate friend, Scroope Beardmore Davies; J. F. Marlow, \$420; Original autograph manuscript of the thirty-ninth chapter of Mark Twain's "A Tramp Abroad"; Gabriel Weis, \$225; "The English Spy" by C. M. Westmacot, first edition; Gabriel Weis, \$310; "The Humorist," with etchings by George Cruikshank, four volumes, first edition; George D. Smith, \$152; "The Comic Almanack," with illustrations by George Cruikshank; Charles Scribner's Sons, \$100; First edition of Defoe's "Robinson Crusoe," in binding by F. Bedford, from the Huth library; Gabriel Weis, \$500; First edition in the original blue-printed wrappers of "The Pickwick Papers," by Charles Dickens; Gabriel Weis, \$500.

## Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. Where not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n.d.]

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

- Abbott, H. Pryor Almon.** Help from the hills; senior confirmation instructions. [Cleveland, O., Schmehl Press, 211 High Ave.] [c. '17] 143 p. 12° \$1.25
- Aikens, Charlotte Albina.** The home nurse's handbook of practical nursing; a manual for use in home nursing classes in Young Women's Christian Associations, in schools for girls and young women; and a working text-book for mothers, "practical" nurses, trained attendants and all who have the responsibility of the home care of the sick. 2d ed. thoroughly rev. Phil., Saunders. c. '12-'17 303 p. il. pls. figs. tabs. fold. chart D \$1.50 n.
- Alexander, Julia McGehee.** Mothers of great men; sketches. Charlotte, N. C., Observer Pr. Ho. '16 c. 188 p. 12° \$1.35
- Alford, Leon Pratt.** Manufacture of artillery ammunition. N. Y., McGraw-Hill. 759 p. il. 8° \$6 n.
- Alt, Harold Lynn.** Mechanical equipment of school buildings. Milwaukee, Bruce Pub. [Montgomery Bldg.] [c. '16] 111 p. il. 4° \$2.50
- American (The) year book; a record of events and progress; 1916; ed. by Fs. G. Wickware.** N. Y., Appleton. c. 18+862 p. tabs. O \$3
- Andrews, Emory Cobb.** Color and its distribution in printing: how to estimate ink. Chic., Inland Printer Co. [632 S. Sherman St.] [c. '16] 42 p. il. pls. (part col., 1 double) 8° \$5
- Bacourt, Pierre de, and Cunliffe, J. W., comps.** French of to-day; readings in French newspapers; with a preliminary sketch of the development of the French press. N. Y., Macmillan. c. 52+342 p. D \$1.50 n.  
Selections from French newspapers intended to give a knowledge of modern French and modern France for journalistic or other purposes. First compiler is New York correspondent of *Le Journal des Débats* and lecturer in French, Columbia University; second is director of Columbia University, School of Journalism.
- Balliett, Sarah Joanna Dennis [Mrs. L. D. Balliett].** The day of wisdom according to number vibration. Atlantic City, N. J., The author. c. 10+188 p. 8° \$2
- Balzac, Honoré de.** Ursule Mirouet. N. Y., Dutton. [16] 12+259 p. 16° (Everyman's lib.) 50 c. n.; leath. \$1 n.
- Beall, Rachel H.** Schoolroom decoration: a list of references. N. Y., N. Y. Pub. Lib. 6 p. 8° pap. 5 c. n.
- Besly, Mrs. Kathleen M. H.** The divine art of living. Chic. and N. Y., Rand, McNally. c. 98 p. S 75 c. n.  
Little book of inspiration telling how to adjust life by right thinking.
- Blundell, Mary E. Sweetman [Mrs. Fs. Blundell, M. E. Francis, pseud.].** Dark Roseleen; a story of Ireland to-day. N. Y., P. J. Kenedy & Sons. 372 p. O \$1.35 n.  
Story opens with childhood of Hector McTavish and his companions, the young Burkes. Hector's father, a Presbyterian, whom failing health had sent to the Connemara section of Ireland, so greatly feared that his boy would be estranged from the religion of his fathers that he went back to Belfast. After thirteen years of absence Hector, now a skilled mechanic, returned and met his old friends the Burkes once more. Hector's marriage to Norah, the beautiful sister of the parish priest, followed, attended with irreconcilable difficulties resulting from religious differences.
- Bonner, Eliz.** Pictures in rhyme. N. Y., Fifth Ave. Pub. c. 64 p. il. 12° bds. 75 c. n. bxd.
- Bowers, R. S.** Drawing and design for craftsmen; with about 770 il. by the author and at least 30 other artists. Phil., McKay. [n. d.] 8+407 p. figs. O (Handcraft lib.) \$2 n.  
Comprehensive course of practical instruction in the arts of drawing and design, especially relating to the various crafts. Index.
- Bowers, R. S., and others.** Furniture making; designs, working drawings, and complete details of 170 pieces of furniture, with practical information on their construction; with 1082 illustrations. Phil., McKay. [n. d.] 8+407 p. figs. O (Handcraft lib.) \$2 n.  
Variety of designs for furniture with information for making. Contributed by several designers and practical craftsmen.
- Brooks, Rob. Preston.** Conscription in the Confederate States of America, 1862-1865. Athens, Ga. [Univ. of Ga.] 420-442 p. O (Bulletin) pap.
- Brown, Harold W.** Electrical equipment; its selection and arrangement. N. Y., McGraw-Hill. 229 p. il. 8° \$2 n.
- Buck, Percy Carter, comp. and ed.** The Oxford song book. N. Y., Oxford Univ. '16 8+211 p. music Q \$1.75 n.  
Collection of English songs with simple accompaniments, for the use of schools.
- Burke, Mark Parnell.** Burke's township plats of the oil fields in north central Oklahoma. [Tulsa, Okla., Tulsa Indian Trading Co.] [c. '17] 395 p. of plans fold. map 12° \$25
- Burroughs, Edg. Rice.** The son of Tarzan; with il. by J. Allen St. John. Chic., McClurg. c. 394 p. D \$1.30 n.  
How the ape-man's son inherits his father's love of the jungle and by an extraordinary combination of



circumstances is taken to the African wilderness. The lore of the jungle comes easily to him; he battles mightily with Numa the Lion, with Hista the Snake, with crafty savages and slave traders till there is no one greater in the forest than he, Korak (the Killer), son of Tarzan.

**Cajori, Florian.** A history of elementary mathematics; with hints on methods of teaching. [Rev. ed.] N. Y., Macmillan. 8+309 p. 8° \$1.75 n.

**Calvert, Amelia Smith, and Calvert, Philip Powell.** A year of Costa Rican natural history. N. Y., Macmillan. c. 19+577 p. il. pls. col. front. maps (1 fold.) tabs. O \$3 n.

Aims to picture Costa Rica and its natural history before the changes which the Canal is destined to make have begun. Results of personal observations on the habits and distribution of plants and animals (especially insects), on human life and manners, on volcanoes and earthquakes, are described in non-technical language. Index.

**Carnegie Library of Pittsburgh.** Engineering ethics. Pittsburgh, Pa. [The library] 17 p. O pap. 5 c.

**Carr, Jos. W.: Comyns.** The ideals of painting. N. Y., Macmillan. c. 7+456 p. il. D \$2 n.

Gives a general view of the movements of painting from the time of Giotto to the present day. Purpose is "to compare and contrast the spiritual aims that have been pursued and perfected in the work of separate schools laboring under the dominating impulse supplied by individual genius." Index.

**Catt, Mrs. Carrie Lane Chapman, comp.** Woman suffrage by federal constitutional amendment. N. Y., Woman Suffrage Pub. [171 Madison Ave.] c. 100 p. D (National suffrage lib.) \$1.25

Contents: Why the federal amendment?; State constitutional obstructions; Election laws and referenda; The story of the 1916 referenda; Federal action and states rights; Objections to the federal amendment.

**Childs, W. J.** Across Asia Minor on foot. N. Y., Dodd, Mead. 459 p. il. pls. map O \$4 n.

Story of author's unique trip thru Asia Minor with a Turk as his only companion. Journey extended over thirteen hundred miles and occupied five months. Author traveled on foot and mixed with the varied pedestrian company of the Eastern highway.

**Christiansen, F. Melius.** Practical modulation. Minneapolis, Augsburg Pub. Ho. [c. '16] 43 p. 8° 75 c.

School of choir singing. Minneapolis, Augsburg Pub. Ho. [c. '16] 90 p. diags. 8° 75 c.

**Civil Service Chronicle.** Telephone operator examination instruction; answers to questions asked at six New York City civil service examinations, with specimen examination questions for the New Jersey service; [and] Official instructions of the New York Telephone Company for the operation of private branch exchange switchboards. N. Y. [The author] c. 13 p. il. 8° 50 c.

**Clarke, C.: Horace.** Practical embalming; a recitation of actual experiences of the author and hundreds of the most expert embalmers of the world. Cin. [The author] [c. '17] 302 p. il. 8° \$5

**Cochran, Eve Owen.** Wilderness Rose; a play in four acts especially adapted for the

use of American historical societies and chapters of the D. A. R. Bost. [Badger] [c. '16] 72 p. D (American dramatists' ser.) bds. \$1 n.

**Cohen, Octavus Roy, and Giesy, J. U.** The other woman; il. by Alb. Matzke. N. Y., Macaulay Co. c. 268 p. pls. D \$1.25 n.

A couple of newlyweds find themselves involved in an entanglement so serious as to menace their idyllic union. Indeed, who would relish the appearance of a chorus girl who claims one's husband as her own by right of conquest? That is one view of the situation; another is that Maude Leveridge, blondined and painted, came so near to breaking up a happy home thru no fault of her own. Tho the whole situation arose from a practical joke, its results come close to being serious for at least four people.

**Collins, Archie F.** Easy lessons in wireless; a practical course of instruction on the principles, construction and the workings of wireless apparatus; for the use of students, experimenters, and operators. N. Y., T. Audel & Co. [72 Fifth Ave.] [c. '17] 242 p. il. diags. 16° 50 c.

**Cook, Arth. L.** Interior wiring and systems for electric light and power service. N. Y., Wiley. 10+416 p. figs. tabs. 16° \$2 n.

**Cory, Abram E.** Think peace. Cin., Standard Pub. [c. '17] 45 p. D bds. 50 c.

Little story the keynote of which is universal peace.

**Coult, Marg., ed.** Letters from many pens. N. Y., Macmillan. 57+374 p. 24° (Macmillan's pocket classics) 25 c. n.

**Crampton, H.: E.** Studies on the variation, distribution, and evolution of the genus *Parula*: The species inhabiting Tahiti. Wash., D. C., Carnegie Inst. ['17] 311 p. il. pls. (part col., part fold.) maps (part fold.) tabs. fold. diags. Q pap. \$16

**Crane, Utley Edn.** Business law for business men, covering all the states and territories in the Union; with abstracts of commercial law in every state and territory and legal forms for many transactions. [Rev. ed.] Phil., Winston. [c. '11-'16] 749 p. O \$3.50 n.

**Daudet, Alphonse.** Le Petit Chose; histoire d'un enfant; abridged and ed. with notes, exercises, and vocabulary by Victor E. François. Bost., Ginn. [c. '17] 10+203 p. il. S (International modern language ser.) 48 c.

**Dodge, G.: M.** The telegraph instructor. 6th and rev. ed. Valparaiso, Ind. [The author] c. 347 p. il. (part col.) forms 12° \$1.25

**Dryden, H.: Fs.** Practical exercises in story writing; in three sections, embracing a fiction formula of seventy-four processes, plot building and the use of words, demonstration and instructions. [Berkeley, Cal., Merchants Press.] [c. '16] 4 p. 8° \$2

**Earle, Com. Ralph.** Life at the U. S. Naval Academy; the making of the American naval officer; with an introd. by Franklin D. Roosevelt; with 73 il. and a map. N. Y., Putnam. c. 20+359 p. fold. map D \$2 n.

Describes activities that make up the life of the midshipman, recitations, drills, practice cruises, physical training, medical care, athletics, recreations, and the spirit of the Academy that animates them all. Brief historical sketch of the school, and regulations governing the admission of candidates.



**Elliott, Homer P.** Elliott's coal code. Charleston, W. Va., Elliott, Wright & Lea. c. 65 p. 24° \$2.50

**Ellis, O. O., and Garey, E. B.** The Plattsburg manual; a handbook for federal training camps; with more than 150 illustrations. N. Y., Century Co. c. 8+303 p. figs. O \$2 n.

Book of practical information which bridges the gap between a rookie's entire ignorance of military science and the technical books. Suitable also for schools having military training. Authors were instructors, Plattsburg Training Camp, 1916. Endorsed by Gen. Wood in a foreword.

**Ewing, Mrs. Juliana Horatia Gatty.** Mrs. Overthway's remembrances; and other tales. N. Y., Dutton. [16] 11+300 p. 16° (Everyman's lib.) 50 c. n.; leath. \$1 n.

**Fabre, Jean Henri Casimir.** The life of the grasshopper; tr. by Alexander Teixeira de Mattos. N. Y., Dodd, Mead. c. 8+453 p. D \$1.50 n.

Gathers together essays from "Souvenirs entomologiques" treating of grasshoppers, crickets, locusts, the cicada, mantis, cuckoo-spit. Several chapters, in some cases under different titles, have appeared in a miscellany translated by Bernard Miall and published by the Century Co.

**Figgis, J: Neville, D. D.** Some defects in English religion; and other sermons. Milwaukee, Young Churchman. 140 p. D (Handbooks of Catholic faith and practice) \$1

Sermons on sentimentalism, legalism, complacency, problems of prayer, etc., preached at Grosvenor Chapel, Mayfair, August, 1916.

**Gaffney, Rev. Fs. A.** Sonnets; and other verses. N. Y., P. J. Kenedy & Sons. '16 c. 11+162 p. por. 12° \$1

**Galbraith, Anna Mary, M.D.** The four epochs of woman's life; a study in hygiene; with an introductory note by J: H. Musser. 3d ed., rev. and enl. Phil., Saunders. c. '01-'17 296 p. D \$1.50 n.

**Gellibrand, Emma. J.** Cole; with il. in col. by Maria L. Kirk. Phil., Lippincott. c. 86 p. pls. D (Children's classics) 50 c. n.

**Geppert, W., comp.** The official guide to piano quality. 4th ed. N. Y. [The author, 437 Fifth Ave.] '16 c. 151 p. 16° \$3

**Gibbons, Helen Davenport [Mrs. Herb. Adams Gibbons].** The red rugs of Tarsus; a woman's record of the Armenian massacre of 1909. N. Y., Century Co. c. 14+194 p. D \$1.25 n.

Writer and her husband, the author of "The new maj. of Europe," were stationed as teacher missionaries at Tarsus. When the Moslem storm broke, five thousand Armenians took refuge in the school enclosure. Letters describe the horrors of the time and the missionaries' escape.

**Gogol, Nikolai Vasilievitch.** Dead souls. N. Y., Dutton. [16] 12+324 p. 16° (Everyman's lib.) 50 c. n.; leath. \$1 n.

**Good, Rev. Ja. I:** The reformed Reformation. [Phil., Reformed Ch. in U. S. Pub. Bd., 200 N. 15th St.] '16 c. 143 p. 8° 75 c.; pap. 60 c. n.

**Great (The) war. v. 2,** The mobilization of the moral and physical forces; by G: H. Allen and others; v. 3, The original German plan and its culmination; by G: H. Allen and others. Phil., G: Barrie's Sons [1313

Walnut St.]. 22+494; 20+500 p. il. maps 8° ea. \$5 (subs.)

**Greene, Carleton.** Wharves and piers; their design, construction and equipment. N. Y., McGraw-Hill. 248 p. il. 8° \$3 n.

**Guerin, W:** Protecting your factory from fire; a manual of fire prevention for industrial plants. N. Y., Pyrene Mfg. Co. [52 Vanderbilt Ave.] [c. '17] 77 p. il. por. forms 8° \$1

**Hall, Gertrude.** Aurora the magnificent; il. by Gerald Leake. N. Y., Century Co. c. '16-'17 437 p. pls. D \$1.40 n.

Novel whose wholesome comedy grows out of the situation of a Cape Cod woman set down among the sophisticated Anglo-American group in Florence. Mrs. Aurora Hawthorne is not old, she is handsome and has a sense of humor. She shocks those Americans in Florence by buying what she likes instead of what she thinks she is expected to like. The plot revolves around Aurora's identity, the way she triumphs over jealousy, and the way she is a friend, and more than a friend, to Gerald Fane.

**Hamilton, Cosmo.** Joan and the babies and I; being certain chapters from the autobiography of John Mainwaring, the novelist; with il. by Mary Lane McMillan. Bost., Little, Brown. c. '16-'17 5+125 p. pls. D \$1 n.

How romance came to a tired, middle-aged novelist, on a holiday at the shore. It was introduced to him by Jack and Marjory, children of a young widow staying there. Mainwaring fell in love with her, but after he had fallen in love with them. Novellette's theme seems to be that a man needs children as much as a woman.

**Hardy, Rev. T: J:** Catholic or Roman Catholic?; twelve letters to one unsettled in the English church. Milwaukee, Young Churchman. '16 157 p. (4 p. bibl.) D (Handbooks of Catholic faith and practice) \$1

Letters written to answer one unsettled on the validity of the doctrines of the English Church.

**Harris, Rendel.** Picus who is also Zeus. [N. Y., Putnam.] '16 76 p. O \$1.25 n.

Continues inquiry into the antiquity and diffusion of twin cults begun in author's "Boanerges" and takes up investigation of the Zeus or Woodpecker cult in the British Isles.

**Hartfield, J: W., comp.** Hartfield's new "Wall Street" (Newwallst) code. N. Y., The compiler. 2560 p. 8° \$20 n.

**Himes, C: Fs.** An account of illustrated talks to noted Indian chiefs on scientific subjects on their visits to the Carlisle Indian School; paper read before the Hamilton Library Assn., Carlisle, Pa., the Historical Society of Cumberland County, Pennsylvania, November 17, 1916. [Carlisle, Pa.] Hamilton Library Assn. '16 22 p. por. 8° 25 c.

**Hinton, Caroline Clark.** The pinnacle; a book of verse. Atlanta, Ga., A. B. Caldwell Pub. c. 52 p. O leath. 50 c.

**Horace [Quintus Horatius Flaccus].** Odes. Bk. 1, 2; containing the Latin text literally tr. with a full grammatical analysis and explanatory notes; with an introd. by D. S. Elbon. N. Y., Translation Pub. [c. '17] 283 p. O (Fully parsed classics) \$1.50

**Horner, Warren M.** Training for a life insurance agent. Phil., Lippincott. [c. '17]

133 p. il. fold. plan D (Lippincott's training ser.) \$1.25 n.

Describes the possibilities and rewards in every branch of life insurance,—salesmanship; system and efficiency; the woman in life insurance; agency or organization methods; sidelights; advertising.

**Humphrey, Zephine i. e. Harriette Zephine** [Mrs. Wallace Weir Fahnestock]. Grail fire. N. Y., Dutton. [c. '17] 285 p. D \$1.50 n.

As the son of a pagan-minded college professor and his puritan wife, Francis Merwin combines idealism and love of beauty and a strong religious sense. Under the influence of his love for Eleanor Ramsey his emotional nature is awakened. He becomes conscious of a vocation for the priesthood. Then ensues the struggle between his religion and his love, and his surrender to the call of the former.

**Huntington, E. Vermilye.** The continuum, and other types of serial order; with an introduction to Cantor's Transfinite numbers. 2d ed. Cambridge, Mass., Harvard Univ. c. 7+82 p. diagrs. 8° \$1

**Hutton, Rev. R. E.** The life beyond; thoughts on the intermediate state and the soul in the unseen world. Milwaukee, Young Churchman. '16 15+110 p. D (Handbooks of Catholic faith and practice) \$1

Concerned with the doctrine of immortality and its bearing on the need of prayer for the dead.

**Johnson, J. E., jr.** Blast furnace construction in America. N. Y., McGraw-Hill. 415 p. il. 8° \$4 n.

**Kelley, Bp. Fs. Clement.** Letters to Jack; written by a priest to his nephew; with a preface by Archbishop Mundelein. Chic., Extension Press. c. 254 p. 12° \$1

**Kelly, Albanis Ashmun.** The expert interior decorator; a manual of reference for the expert decorator and instruction for the beginner in the art of painting and decorating the walls of private residences, public buildings, churches, halls, lodge rooms, etc. [Malvern, Pa., The author.] c. 188 p. il. 12° \$3

**Kemble, W. Fretz.** Choosing employees by mental and physical tests. N. Y., Engineering Mag. Co. c. 11+333 p. il. pors. fold. tab. diagrs. (1 double) 8° (Industrial management lib.) \$3

**Kenaston, Mrs. Jean M'Kee, comp.** History of the Order of the Eastern Star; with an authentic biography of the founder, Rob. Morris, LL.D. Cedar Rapids, Ia., Torch Press. c. 698 p. il. pls. pors. diagr. 8° \$2.50

**Knight, Mary Alson.** Children's musical reader. Bost., C. W. Homeyer & Co. '16 c. 23 p. il. music obl. 12° 50 c.

**Knox, Ja. S.** Salesmanship and business efficiency. [Akron, O., Superior Pr.] c. 348 p. por. 8° \$2

**Lavis, Fred.** Instructions to locating engineers and field parties; reproduced in abridged form from "Railroad location surveys and estimates." N. Y., McGraw-Hill. 44 p. fold. maps fold. charts 8° \$1 n.

**Lay, Wilfrid.** Man's unconscious conflict; a popular exposition of psychoanalysis. N. Y., Dodd, Mead. c. 6+318 p. D \$1.50 n.

Applies the theories of Freud and Jung to everyday living, to therapy and to education, in general.

To the individual, in particular, it gives the reason for perplexing emotions and a definite program for obtaining mastery of them.

**Leahy, Austin G.** Taquigrafia moderna; sencillez, rapidez, exactitud. [Los Angeles, Cal., Kellow & Brown, 428 Boyd St.] [c. '17] 44 p. 12° \$5

**Lewis, E. Rowland.** Winter track work. [Chic., Railway Educ. Press, 143 E. Jackson Blvd.] [c. '17] 166 p. il. 12° \$1.60

**Liguori, Alfonso Maria de, Saint.** The way of the cross; according to the method of St. Alphonsus Liguori. Large-type ed. N. Y., Benziger. c. no paging il. T bds. 15 c.

**Lindberg, Conrad Emil.** Apologetics; or, a system of Christian evidence. Rock Island, Ill., Augustana Bk. Concern. c. 216 p. (5 p. bibl.) 8° \$1.50

**Lounsberry, Col. Clement A.** North Dakota history and people; outlines of American history. 3 v. Chic., S. J. Clarke Pub. [542 S. Dearborn St.] c. il. pls. pors. maps 4° hf. leath. \$30 (subs.)

**McCormick, F.** The menace of Japan. Bost., Little, Brown. c. 372 p. fold. col. map O \$2 n.

Gives story of the Open Door policy. Shows how Japan has taken advantage of Russia's needs in the present war, and how she has imposed her will on China, and forced the United States out of its rightful position in the Pacific. Author has been journalist and war correspondent in the Far East since the Boxer War in China.

**Macdonald, G.** Phatastes; a faerie romance. N. Y., Dutton. [16] 11+237 p. 16° (Everyman's lib.) 50 c. n.; leath. \$1 n.

**Macnab, Alex. Ja., jr.** Individual instruction in rifle practice. 2d ed. Seattle, Bankers Pr. [c. '17] 30 p. forms 16° 25 c.

**Madison, G. N., ed.** The girl graduate's memory book; decorated by Louise Perrett. Chic., Reilly & Britton. [c. '17] 188 p. O \$2 bxd.; ooze \$3.25 bxd. Corrected price.

**Mains, G. Preston.** Religious experience; its evidential value. N. Y. and Cin., Abingdon Press. [c. '17] 272 p. D \$1.25 n. Evangelical and constructive study of the sources and demonstrated value of religious experience, with emphasis upon the affirmations of the Christian type, and a chapter on conversion.

**Marshall, Lieut.-Col. Fs. Cutler, and Simonds, Capt. G. Sherwin.** A military primer; including an outline of the duties and responsibilities of the military profession and an elementary discussion of the principles and practice of the service of security and information. 4th ed.—rev. Columbus, O., E. T. Miller Co. [136 E. Gay St.] '16 c. 8+208 p. il. 4 fold maps (in pocket) diagrs. 8° \$2.50

**Martineau, Harriet.** The peasant and the prince; a story of the French Revolution; ed. by Sara Cone Bryant. [New ed.] Bost., Ginn. [c. '17] 10+298 p. il. D (Classics for children) 48 c.

**Martzloff, Clement Luther.** Fifty stories from Ohio history. Columbus, O., Ohio Teacher



- Pub. [136 E. Gay St.] c. 254 p. il. pors. D \$1  
For supplementary grammar school reading. Author is head of the history department, Ohio University.
- Meany, Edmond Stephen, ed.** Mount Ranier; a record of exploration. N. Y., Macmillan. '16 c. 11+325 p. il. pls. pors. O \$2.50 n.  
Discovery and naming of the mountain, first recorded trip thru Naches Pass in 1841, first ascent, explorations of the northern slopes, McClure's achievement, rocks, glaciers and flora—and other information about Mount Ranier.
- Melan, Josef.** Plain and reinforced concrete arches; auth. tr. by D. B. Steinman; with additions. N. Y., Wiley. 10+161 p. il. pls. diagrs. 8° \$2 n.
- Methodist Episcopal Church. Bd. of Temperance, Prohibition and Public Morals, comp.** Temperance sermons. N. Y. and Cin., Meth. Bk. Concern. [c. '17] 281 p. D \$1 n.  
Facts and arguments bearing upon the various phases of the question, with a conclusion favoring prohibition.
- Michels, J.** Dairy farming. 8th ed., rev. Peebles, Wis., The author. '16 c. 300 p. il. 12° \$1
- Miles, W.** Journal of the sufferings and hardships of Capt. Parker H. French's overland expedition to California, which left New York City, May 13th, 1850, and arrived at San Francisco, Dec. 14; Chambersburg [Pa.], printed at the Valley Spirit Office, 1851. [N. Y., Cadmus Bk. Shop, 150 W. 34th St.] [c. '16] 26 p. O pap. \$2 n. (250 copies)
- Mortimer, Fk. Cogswell.** Paragraphs on thrift. N. Y., Bankers' Pub. [253 Broadway] '16 c. 22 p. S bds. 50 c.
- Muir, J.** The writings of John Muir. Manuscript ed. 10 v. [Bost., Houghton Mifflin.] [c. '16] il. pls. (1 double) pors. maps (part fold.) facsm. 8° set \$60 n. bxd. (750 sets)
- Mumford, F.** Blackmar. The breeding of animals. N. Y., Macmillan. 18+304 p. il. 12° \$1.75 n.
- Murray-Aaron, Eug., and others.** Our federal government; a graphic presentation from official sources of the history, development and methods of the United States federal government; containing a wealth of half-tone il., and much varied statistical information. [New ed.] N. Y., G. F. Cram Co. [130 Fulton St.] [c. '17] 350 p. il. pors. maps plans sq. 4° \$5.75  
An earlier edition published under title: "The heart of our country."
- Muse, Will D.** The hills o' hope. [Memphis, Tenn., W. D. Muse Pub.] [c. '16] 62 p. mounted por. O pap. 75 c.
- New (A)** Vancouver journal on the discovery of Puget Sound, by a member of the Chatham's crew; ed. by Edmond S. Meany. Seattle [E. S. Meany, University Station]. '15 3+43 p. O pap. \$1 n.
- Newcastle, Marg. Lucas Cavendish, Duchess of.** The life of the (1st) Duke of Newcastle; and other writings. N. Y., Dutton. [c. '16] 27+299 p. 16° (Everyman's lib.) 50 c. n.; leath. \$1 n.
- Northup, J. Wood.** Songs of nature, love and life. San Francisco, Elder. [c. '16] various paging mounted front. 8° \$1.50
- Olmstead, Alb. Ten Eyck.** Assyrian historiography; a source study. Columbia, Mo., Univ. of Mo. 66 p. 4° (Social science ser.) pap. \$1 n.
- Onions, Berta Ruck [Mrs. Oliver Onions].** The girls at his billet; il. by E. C. Caswell. N. Y., Dodd, Mead. '16 c. 344 p. pls. D \$1.40 n.  
Three really pretty sisters live in a sleepy village in England, far from attractive men. But the war changes this, and from dwelling in a manless desert they find themselves—to carry out the simile—in an oasis that is fairly teeming with masculinity when the troops are quartered there. One dapper officer is billeted in their home. Naturally enough other officers call to make mirth-provoking love affairs.
- Palmateer, Theron Josiah.** Elementary lathe practice; as adopted to the teaching of machine shop practice in technical schools. San Jose, Cal., Nolte Bros. c. 29 p. il. 8° 35 c.
- Parker, Horatio Newton.** City mills supply. N. Y., McGraw-Hill. 494 p. il. 8° \$5 n.
- Pearson, Edm. Lester.** Book-reviews. N. Y., N. Y. Pub. Lib. 50 p. 8° pap. 20 c. n.
- Perkins, Lucy Fitch [Mrs. Dwight Heald Perkins].** The cave twins; il. by the author. [School ed.] Bost., Houghton Mifflin. [c. '16] 162 p. D 56 c. n.
- Philips, Page.** The coast of opportunity; il. by W. L. Howes. N. Y., Macaulay Co. c. 301 p. pls. D \$1.35 n.  
Romance of business, intrigue and adventure laid in Mexico. Dick Bristow in the employ of the De Boer Exploration Co. petitions Julian Marr, president of the South Eastern Railway Co., to build a branch road. Bristow's company authorizes him to obtain an option on Mexican property known as Aguacte, owned by Julian Marr and one Janet Ashley, a stranger to Bristow. Story follows the intrigue over this deal and proves Bristow the hero with Janet Ashley in the rôle of heroine.
- Pollock, G. Freeman.** Story of the sylvan play and Indian pageant and pow-wow at Stony Man Camp, Skyland, Va. [Wash., D. C., Judd & Detweiler, 418 11th St. N. W.] [c. '16] 28 l. il. pls. obl. 8° \$1
- Porter, Eleanor Hodgman [Eleanor Stuart, pseud.].** The road to understanding. Bost., Houghton, Mifflin. c. 372 p. il. col. pls. D \$1.40 n.  
Burke Denby, a cultivated young fellow, elopes with Helen, a rather ordinary little beauty, in defiance of his wealthy father's will. The father is relentless so the young couple have to get along on Burke's meagre salary. Love soon flies out of the window under these conditions and at length Burke's father gives Mrs. Denby an allowance on condition that she leave. But love flies back again and makes a happy ending.
- Powell, Lyman Pierson.** Christian Science: the faith and its founder. 2d ed. with a new foreword. N. Y., Putnam. c. '07-'17 25+261 p. (6 p. bibl.) D \$1.25 n.
- Price, I.** Questions in anatomy, physiology and hygiene; for drill, test and review. N. Y., Hinds, Hayden & Eldredge. [c. '16] 144 p. il. 12° (Progressive ser.) 45 c.  
Questions in arithmetic; for drill, test

and review. N. Y., Hinds, Hayden & Eldredge. [c. '16] 103 p. 12° (Progressive ser.) 45 c.

Questions in history; for drill, test and review. N. Y., Hinds, Hayden & Eldredge. [c. '16] 186 p. maps 12° (Progressive ser.) 45 c.

**Protestant Episcopal Church in U. S. A.** Constitution and canons of the government of the Protestant Episcopal Church in the United States of America, adopted in general conventions, 1789-1916. [N. Y., The author, 289 Fourth Ave.] '16 c. 192 p. 8° 40 c.

**General Bd. of Religious Education.** Church ideals in education; a preconvention statement, 1916; a description of the work and aims of the board; presented to the church preparatory to the General Convention. [N. Y., The board, 289 Fourth Ave.] ['16] 258 p. O pap. 50 c.

**Rabinowitz, S:** Labor and liberty; a model constitution, embodying all the benefits of collective industry without the loss of individual liberty. 1, A model constitution; 2, Commentary. Brooklyn, N. Y. [The author, 159 Marcy Ave.] c. 10+306 p. 12° \$1.50

**Racine, S: F:** Guide to the study of auditing. 2d ed., rev. and enl. [Seattle, Western Inst. of Accountancy, Commerce and Finance.] '16 c. 74 p. 12° (Accounting students' ser.) \$1.25

**Randolph, Jos. Fitz.** United States inheritance and transfer taxes; including federal and state laws for 1916, and rules for procedure under the federal act. Newark, N. J., Soney & Sage. c. 243 p. 8° \$3 n.

**Raphael's** ancient manuscript of talismanic magic; containing nearly one hundred rare talismanic diagrams, seals of spirits, charms, magical squares, and pentacles for orations and invocation of elementary spirits, and the magical ritual of their conjuration; explaining their influence and hidden powers; Recondite wisdom; prepared for publication under the editorship of L. W. De Laurence. Chic., De Laurence, Scott & Co. [c. '16] 104 p. il. por. 4° \$5.50

**Rawlinson, G. C.** Recent French tendencies, from Renan to Claudel; a study in French religion. Milwaukee, Young Churchman. 137 p. D (Handbooks of Catholic faith and practice) \$1

Traces briefly the influence and its waning of Renan, Modernism and the Catholic renaissance. Describes Bergson's great and original contribution to thought, and the present leadership of Claudel in religious patriotism.

**Reigner, C: Gottshall.** Dictation course in business literature; with a vocabulary showing certain words and phrases of the text matter as they would appear when written in [different] systems of shorthand. [6 pts., Graham, Gregg, Ben Pitman, I: Pitman, Rowe, and without outlines] Balt., H. M. Rowe Co. [Harlem Sq.] [c. '16] 8° ea. \$1

**Reu, M., D.D.** D. Martin Luther's leben. Chic., Wartburg Pub. Ho. 210 p. S 35 c.

**Reynolds, Alvah, comp.** Partial genealogy of John Reynolds, born in England in 1612 (supposedly), sailed from Ipswich County, Suffolk; a part of his lineage to 1916; with a chapter of heraldy extending back to 1327. [Altona, Ill., The compiler.] '16 il. por. coat of arms 8° \$2

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**Robinson, Edn. Arlington.** Merlin; a poem. N. Y., Macmillan. c. 167 p. S \$1.25 n.

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A "scrap of paper," involving the destinies of three business magnates, falls from the window of a New York office building into the street and passes from the hands of a crook into those of Grant, a drudging office clerk, who sees in its possession financial success for Kirby Rowland, the young woman with whom he is in love. Here again fate intervenes and the paper passes to a young woman who plans to use it for the good of the poor. Story shows how the same "scrap of paper" came back into the lives of Kirby and Grant and laid the foundation of their future happiness.

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—comp. and ed. Armenia; a list of books and articles, with annotations. [N. Y., Am. Committee for Armenian and Syrian Relief, 70 Fifth Ave.] [c. '16] 8 p. 12°



**Roman Catholic Church. Liturgy and Ritual.** The mass every day of the year; the Roman missal; tr. and arranged by E. A. Pace, and J. J. Wynne. N. Y., Home Press [23 E. 41st St.]. [c. '16] 1447+39 p. 24° \$2

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**Smith, G. Washington.** A student's history of Illinois. Rev. ed. Chic., Hall & McCreary, 430 S. Wabash Ave. '16 267 p. il. 12° 75 c.  
Formerly published by the author.

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**Standard** (The) reference work; for the home, school, and library. 7 v. [New ed.] Minneapolis, Welles Bros. Pub. [Kasota Bldg.] c. il. pls. (part col.) pors. maps charts 8° \$26.75

Published, 1910, under title: Aiton's encyclopedia.

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Lectures delivered before the Association of the Bar of the City of New York, 1916. "Intended for the practical guidance of practicing lawyers, already familiar with the general principles and rules of practice."

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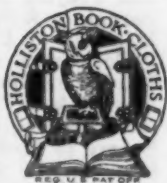
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Parting of the Ways.  
Demonetization of the Mule.

Alabama State Department of Archives and History,  
Montgomery, Ala.

Watkins, Birds of Tennyson, London, 1903.  
Wise, Bibliography of Tennyson, London, 1908.  
Grindon, Tennyson Flora, Manchester, 1888.

American Baptist Publication Society, Chicago, Ill.  
Spurgeon's Sermons, set, 20 vols.  
Emphatic Diaglott, Wilson.

American Baptist Publication Society, St. Louis, Mo.  
Famous Women of Sacred Story, M. B. Wharton, 2 vols.  
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The Near East from Within.

Bancroft-Whitney Company, 200-214 McAllister St.,  
San Francisco, Cal.

Browne, J. Ross, Apache Country, N. Y., 1868.  
Cincinnatus, Travels on Western Slope, S. F., 1857.  
Craven, Young Sportsman's Manual, London, 1867.  
Cutts, Conquest of California, Phila., 1857.  
Taylor, E. R., Moods, and Other Poems, S. F., 1903.

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Traditions of Edinburgh, Robert Chambers.  
Charles Knight, History of England, 8 vols.  
Rankin, Personal Recollections of Abraham Lincoln.  
Brown, Everyday Life of Abraham Lincoln.  
Bible Hexapla.  
Our Inheritance in Great Pyramid, Smith.  
New Testament, Wiclif, Pickering ed., 1848.  
Source of Measures, J. Ralston Skinner.  
The Canon, relates to Great Pyramid.  
Veritas, Henry Maxwell.

A. A. Beauchamp—Continued.

Arcana of Astrology, Simmonite.  
Science and Health, 1875, 1882.  
Autograph Letters of Mary Baker Eddy.

The Bell Book & Stationery Co., 914 E. Main St.,  
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Maxwell's Virginia Historical Register, April and  
July, 1850; April, 1853. Will exchange October,  
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Entomological News, vol. 12, nos. 5, 9.

Psyche, vol. 2.

Harper, C. G., Old Inns of Old England, 1906.

Insurance, books and pamphlets.

Crime and Criminals, books and pamphlets.

Farmer, Merry Songs and Ballads.

Farmer and Henley, Slang and Its Analogues.

Louys, Songs of Bilitis.

Knight, Worship of Priapus.

Trials for Adultery, London, 1779, 7 vols.

Brentano's, 5th Av. and 27th St., New York.

Wharton's Sappho.

Fire Explosives and Risks, Lippincott.

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History of Nineteenth Century, Edwin Emerson, Jr.,  
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Psychopathological Researches in Mental Dissocia-  
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Studies in Abnormal Psychology, Prince, vol. 3.

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Studies in Brown Humanity, Sir Hugh Clifford.

Art in France, the Arns Una Series, pub. Scribner.

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Martin's History of North Carolina, vol. 1.  
*American Museum*, 1791.  
Translations Albany Institute, vol. 2.  
*Journal American-Irish Historical Society*, vols. 3-5, 7.  
*Democratic Review*, vols. 24, 26.  
*Literary Collector*, May, 1905.

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Faber, Father, Sir Lancelot, 2d ed., Burns & Oats.  
Ford, British Officers Serving in American Revolution.  
Goldsmith, Miscellaneous Works, Globe ed., 1869.  
Hadden, Lt. James M., Journal.  
Henry, Account of Arnold's Campaign.  
Henry, Arnold's March Through Maine.  
Howard, Col. John E., Gov. of Maryland, Biog. of.  
Johnson, Traditions and Reminiscences of the Revolution.  
Laurens, Col. John, Life, Sims.  
McDougall, Gen. A., Life, Hawks.  
Moultrie, Gen., Memoirs.

**Campion & Co., 1316 Walnut St., Philadelphia.**  
Private Life of Marie Antoinette, Jeanne Campan, Scribner & Welford, 1883, 2 vols.  
Higher Life in Art, John La Farge.

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The Paris Salon, 1897.  
Boydell, Shakespeare, 9 vols.

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*Engineering News*, Jan. 8, 1914.  
*Iron Trade Review*, Jan. 13, 1916.

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Stephens, J., Here Are Ladies, 1st ed., Macmillan.  
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Journal of the Soc. of Western Engineers, pp. 542, 1906.

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Ferguson, Life-Struggles in Rebel Prisons, 1865.  
U. S. Com. of Patents, Ann. Reports, 1871, 1883-1886, 1891-98, 1900-9, 1912, to date.  
Iowa Medical Soc. Trans., vols. 4, 9, 11-13, 22.  
Iowa Medical and Chirurgical Soc. Trans., vols. 1-4, inclusive.  
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**Peter Eckler Pub. Co., P. O. Box 1218, New York.**  
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## H. W. Fisher &amp; Co.—Continued

Peru in 1906, Alex Garland.  
History of South America, A. J. Deberle, English trans., 1899.  
Power of Purpose, Dawson, Crowell.  
Power in Babylon, Dawson, Revell.  
Prehistoric Times, Lubbock.

## P. K. Foley, 9 Hamilton Pl., Boston, Mass. [Cash.]

Billings, Josh, On Ice, 1868.  
California, Plays, Song Books, Almanacs.  
Camp Follower, Augusta, Ga., 1864.  
Confederate Almanacs, 1861-65.  
Confederate Poems and Plays.  
Confederate Song Books.  
Cooper, The Spy, 1821.  
Cooper, The Pilot, 1823.  
Dunlap, The Father, a comedy, 1789.  
Dunlap, Andre, a Tragedy, 1798.  
Dunlap, Virgin of the Sun, 1800.  
Dunlap, False Shame, 1800.  
Harte, Lost Galleon, 1867.  
Harte, Pliocene Skull, 1871.  
Harte, M'liss, N. Y., 1873.  
Harte, Tales of Trail and Town, 1898.  
Harte, Under the Redwoods, 1901.  
Harte, other 1st eds., fine copies.  
Henry, O., Cabbages and Kings, 1904.  
Henry, O., Four Million, 1906.  
Henry, Heart of the West, 1907.  
Henry, other 1st eds.  
Harvard College, Poems of Class of '29.  
Harbinger, Brook Farm, any nos. or vols.  
Collegian, Cambridge, 1830, any nos.

## W. Y. Foote, University Block, Syracuse, N. Y.

Jewish Encyclopædia.  
Day Unto Day, Matheson.  
Mark Twain, subscription ed.  
Mental Medicine, Evans.  
Clarke, Christian Conception of God.  
Clarke, Christian Doctrine of Salvation.  
Life of Seymour and Blair.  
Bret Harte, set.

## The Franklin Bookshop, 920 Walnut St., Philadelphia.

Ridgway, Birds of N. and M. America, vols. 6, 7.  
Halford, Dry Fly Fishing.  
Dr. W. Mitchell, Fuz Buz, the Fly.  
Dr. W. Mitchell, Poems, Addresses, etc.  
Rafinesque Items, Natural History only.  
Vaccination, Anæsthesia and Smallpox, early.  
Hart, The Violin, Boston, 1886.  
Wasielewski, Die Violine, Stuttgart, 1904.  
Abele, The Violin, etc., N. Y., 1906.

## Free Public Library, New Haven, Conn.

Tappan, Myths from Many Lands, Houghton.  
American Correspondence School, Chicago, Cyclopædia of Civil Engineering, vols. 2, 8, 1908.

## J. Gardner, 18 Broughton St., E., Savannah, Ga.

Bulletins nos. 60, 61, Chemical Dept., U. S. Agriculture Dept.

## "G. J. C.," Care Publishers' Weekly.

Daniels, C. L., Encyclopedia of Superstitions, 3 vols., 1903.

## General Library, University of Michigan, Ann Arbor, Mich.

Lyell's Principles of Geology, 1877, 2 copies.

## C. Gerhardt, 25 W. 42d St., New York.

Allen, C. D., American Book Plates.  
Allen, G., The Woman Who Did, 1898.  
An Essay on Scripture Prophecy, 1724.  
An Address to Maj.-Gen. Tryon, 1779.  
Apuleius, The Metamorphosis, 1822.  
Athenian Society Publications.  
Bartram, W., Travels, 1792.  
Baardsley, Book of Fifty Drawings.  
Beardsley, The Rape of the Lock, 1897.  
Bibliotheca Americana Primordia, 1713.  
Bourke, Scatalogic Rites of All Nations.  
Bourke, Snake Dance of Moquis.  
Brangwyn, F., Book of Bridges.  
Broadside of American Interest.  
Brooke, Rupert, Autograph Letter.  
Domenech, Great Deserts of North America.  
Davidson, J., Plays, 1894.  
Dowson, E., Decorations, 1889.  
Eliot, George, Brother and Sister, 1869.

## C. Gerhardt—Continued

Earl of Lovelace, Astarte, 1903.  
Forbes, A., California, 1839.  
Galsworthy, J., 1st eds.  
Gautier, T., Mademoiselle de Maupin.  
Greenaway, Almanacs.  
Greenaway, Christmas and New Year's Cards.  
Greenway, The Quiver of Love.  
Grile, Dod, The Fiend's Delight.  
Grile, Dod, Cobwebs from an Empty Skull.  
Grile, Nuggets and Dust.

## The J. K. Gill Co., Portland, Ore.

Davenport's Primitive Traits in Religious Revivals, \$1.50, Macmillan.

## Gittman's Book Shop, 375 King St., Charleston, S. C.

New England Primer, original or early ed.  
Smithsonian Institute, Bureau of American Ethnology Handbook of American Indians, ed. Hodge, Bulletin 30, parts 1, 2.  
Smithsonian Institute, Contributions to Knowledge, vol. 22, containing article on Archæological Collections of Institute by Charles Ran.

## Gittman's Book Shop, 1225 Main St., Columbia, S. C.

Child, Genealogy of Childs Family.  
Pringle, A Woman Rice Planter.  
Oliver, Four Great Senators.  
Morris, The Voice in the Rice.  
Defoe, Moll Flanders, cheap ed.  
Chapman, Flora of Southern U. S.  
Johnson, Dukesborough Tales.  
Bob Taylor's Lectures.

## Goldman's Book Store, 424 S. Dearborn St., Chicago.

Garrett, F. Edmund, Isis Very Much Unveiled, London.  
Pepper, I. H., The True History of the Ghost and All About Metempsychosis, London, 1901.  
A Fearless Investigator, Chicago, 1896.  
Power of Will, Haddock.  
Reichenbach, The Odic Force, N. Y., 1855.

## Laurence J. Gomme, 2 E. 29th St., New York.

Stendhal, Rouge et Noir, Brentano's.  
Symons, American Farmer, Kerr.

## Edwin S. Gorham, 11 W. 45th St., New York.

The Spirit of the Mountains, Emma B. Miles.

## Goodspeed's Book Shop, 5A Park St., Boston, Mass.

Allen, O. M., Annotated List Birds of N. H.  
Baker, N. E., Captains Carried to Canada in French and Indian War.  
Child, Letters of, Houghton Mifflin.  
DuMaurier, Peter Ibbetson.  
Fuller, George, Life of, 1886.  
Garland, Hamlin, Crumbling Idols, 1894.  
Garland, Hamlin, Member of Third House.  
Gerald, Paul, Poems of.  
Grant, Mrs., Travels in America.  
Hamilton, Alex., Works, ed. Lodge, 12 vols.  
Howells, W. D., Mulberries in Pay's Garden, Swallow Flight Ser., 1907.  
Jenkinson, Isaac, Aaron Burr: Relations with Jefferson, 1902.  
Johnson, T. C., Life and Letters of B. M. Palmer, 1906.  
Jones J. W., Hanes y gurthryful mawr yn y Talae-thau Unedig, Gan Jones a I. B. Morris, 3 pts., Utica, 1866.  
Mann, Horace, Lectures on Education, 1845.  
Mass. Hist. Soc. Coll., 2d ser., vols. 8, 9; 3d ser., vol. 9; 4th ser., vol. 1; 5th ser., vols. 5, 6, 7.  
N. Y. Gen. and Biog. Record, vol. 7, no. 1; vol. 23, no. 4.  
Rhodes, Hist. U. S., vol. 3.  
Robertson, Patriotism and Empire, 1906.  
Prescott, Peru, 2 vols., brown cloth, 1890.  
Short, Making of Etchings.  
Soc. Preservation N. E. Antiquities, Bulletins nos. 3, 7.  
Wilkinson, W. C., New Lit. Valuations, 1908.  
Genealogies:—Hayden, Va. Genealogies: Howland, 1885; Humphrey, by Humphreys; Jamesons in America; Kimball, vol. 1; Ladd, 1890; White, Memorials of Elder John, of Hartford, 1860; Winslow Memorial.  
Lists of Genealogy and Town History, with prices.

## W. A. Gough, 25 W. 42d St., New York.

Davison, Mammalian Anatomy, 2d ed.  
Fifty Years of Darwinism.  
Mayeux, Manual of Decorative Composition.



## BOOKS WANTED—Continued.

## W. A. Gough—Continued

Sturgis, How to Judge Architecture.  
 Bugge, Home of the Eddic Poems.  
 Glover, Life and Letters in the Fourth Century.  
 Lowell, Government and Parties in Europe.  
 Parkhurst, Applied Methods of Scientific Management.  
 Rawnsley, Ruskin and the English Lakes.  
 Ritson, Ancient English Metrical Romances.  
 Stevens, Law of American Assemblies.  
 Challamel, History of Costume in France.  
 Ham, Chattel Loan Business.  
 Daniels, Teaching of Ornament.  
 Lichtenberger, Germany and Its Evolution.  
 Morgan, Habit and Instinct.  
 Green, Lectures on the Principles of Political Obligations.  
 Vines, Lectures on the Physiology of Plants.  
 Garnett, Hand Spinning.

## Hall's Book Shop, 384-390 Boylston St., Boston, Mass.

Principles of Art Education, Munsterberg.  
 The Three Sisters, Sinclair, 1914 ed.  
 A Name to Conjure With, Henrietta Stannard, Lippincott, 1900.

## Harvard Co-Operative Society, Inc., Harvard Sq., Cambridge, Mass.

Meur-Graeffe, Modern Art, 2 vols.  
 Jameson, Constitutional Conventions, latest ed.  
 Proceedings and Journals, 1853, 5 vols.  
 Proceedings of the Constitutional Convention of 1853, 3 vols.  
 Munsterberg, Art Education.  
 Wilde, Poems in Prose, 50-cent ed.  
 "Hellenistic Athens." Macmillan.

## Hays-Cushman Co., 1306 W. Madison St., Chicago.

Clark, Applied Anatomy.  
 Lorand, Old Age Deferred.

## P. J. Healy, 14 Laidley St., San Francisco, Cal.

Odd nos. of the *Standard*, vols. 9 and 10, or the vols. complete; Henry George's paper.  
 Meyers, Konver.  
 Lexicon, 5th vol., vierte Auflage.  
 Statutes of Delaware before 1860; odd vols.

## B. Herder Book Co., 17 S. Broadway, St. Louis, Mo.

Pauline Seward, Bryant.

## C. Higene Co., 2441 Post St., San Francisco, Cal.

Good General and Technological Dictionaries in Eng.-French, Ger.-Fr., Span.-Eng., Ital.-Eng., 1910 or later, mention date.

## E. Higgins Co., with Lasalle &amp; Koch Co., Toledo, O.

Grimm's Fairy Tales, Rackham, \$6.00.  
 Chimes from Jesters' Bells, Burdette.  
 Little Citizen, Kelley.

## John Highlands &amp; Co., 1102 Arch St., Philadelphia.

Conington's Virgil, vol. 1, 5th ed., London, 1898; vol. 2, 4th ed., London, 1884; vol. 3, 3rd ed., London, 1883.

Duff's Literary History of Rome, London, 1909.

## Walter M. Hill, 831 Marshall Field Bldg., Chicago.

Any books by following authors on or about Cyphering and Decyphering from 1540 to 19th century: Palatino, 1540; Bellaso, 1553; Glanburg, 1560; Cardanus, Walchius, Bibliander, Schottus, Hugo, Niveron, Caspi, Tridenci, Comiers, La Fin, Dalgarno, Buttorff, Wolfgang, Falconer, Eidel, Soro, Amman, Breitkampft, Conradus, De Baines, Lucatello, Kircher, Gabriel Rossetti, Adam Weishaupt.  
 The Biography of a Grizzly, E. Thompson-Seton. N. Y., 1900.  
 Crane's The Open Boat. London, 1898.  
 Mrs. Havelock Ellis' Kit's Woman.  
 My Cornish Neighbours.  
 Attainment.  
 Stockton's The Lady or the Tiger.

## Himebaugh &amp; Browne, 471 Fifth Av., New York.

Manuel de L' Amateur D'Estampes.  
 Doges of Venice.  
 Encyclopedia Americana.  
 Few Remarks by S. Ford.  
 Booklover's Shakespeare.  
 Garnett & Gosse English Literature.

## Himebaugh &amp; Browne—Continued

Brewers Handbook of Famous Names in Fiction.  
 Harper's Encyclopedia U. S. History.  
 Maupassant, vol. 1, Walter Dunne ed.  
 Mark Twain, bound in leather.  
 Warner Library of World's Best Literature, vols. 11-30, inclusive.  
 Autograph ed. of O'Henry.

## Hochschild, Kohn &amp; Co., Howard and Lexington Sts., Baltimore, Md.

Scientific Phrenology, Dr. B. Hollander.  
 Stones Rolled Away, Henry Drummond.

## W. B. Hodby's Old Book Shoppe, 624 Penn Av., Pittsburgh, Pa.

Any of the works of Jacob Boehme.

## Paul B. Hoeber, 67-69 E. 59th St., New York.

Archives Abulogy, vol. 30, complete or No. 1 only.

## The Holly Book Store, 245 N. 9th St., Philadelphia.

Beacon, Gilbert Vail, 1845-50.  
 My Life in a Convent, good ed. only.  
 Sex and Character, Weininger.  
 Ingersoll (Dresden), nice condition only.  
 Modern Business, Alex. Hamilton set.

## Holmes Book Co., 333 S. Main St., Los Angeles, Cal.

Fire and Explosive Risks, Dr. von Schwartz.  
 French Cathedrals and Chateaux, C. C. Perkins, 1911 ed.

## Iconographic Encyclopædia.

Dweller on Two Planets, Phyllos.  
 Books on Costumes, any.  
 Diary of a 49er, Canfield.  
 Robinson's Elementary Law, any ed.  
 The Great Work, by T. K., 1 or 2 copies in good condition.

## Henry Holt &amp; Co., 34 W. 33d St., New York.

The Unpopular Review, no. 9.  
 Brightman's English Rite.

## J. P. Horn &amp; Co., 1001 Chestnut St., Philadelphia.

Harvard Classics, red cloth, \$49.50 ed.  
 Life of Napoleon, W. M. Sloane, Century Co., 1896.  
 Works of G. P. R. James, 21 vols., ¾ Lev.  
 Emerson, cloth, Standard Library ed.  
 George Moore, Memoirs of My Dead Life, London ed., unexpurgated.  
 Quote books on military subjects.

## John Howell, 107 Grant Av., San Francisco, Cal.

Suttees, Handley Cross, 1st ed.  
 Weinstock, Jesus, the Jew.  
 Echegaray, The Great Galeoto.  
 Digby, Intro. to Law of Real Property.

## Howland Dry Goods Co., Bridgeport, Ct.

The Man Who Came Back, Wilson, published by Sturgis & Walton.

## George P. Humphrey, Rochester, N. Y. [Cash.]

Genealogy, Cole Family, Columbus, 1887.  
 History of Herkimer Co., N. Y., Harding and Willard.  
 Doty's History of Livingstone Co., N. Y.  
 Garrett's, The Twilight of the Gods.

## H. R. Hunting Co., Besse Pl., Springfield, Mass.

Harnack, Mission and Extension of Christianity of first 3 centuries, 2 vols.

## A. J. Huston, 92 Exchange St., Portland, Me.

MacDonald, Government of Maine, N. Y., 1902, 12 copies, cheap.  
 Hall, B. H., History of Eastern Vermont, N. Y., 1858.  
 Brooke, Rev. Stopford A., pamphlet on Dove Cottage.  
 Stone, Joseph, Memoir of, Rev. Enoch Pond, Bangor, 1838.

## "J. K.," care Publishers' Weekly.

A copy of a book of patriotic selections compiled by Principal Wickes of the Syracuse High School about 15 years ago.

## "J. S. P.," care Doubleday, Page &amp; Co., Garden City, N. Y.

Elkanah Watson: History of the Rise, Progress and Existing conditions of the Western Canals in the State of New York, 1788-1819. 8 vols. Albany, 1820. State exactly condition and price.

## BOOKS WANTED—Continued

Hall N. Jackson, 719 Vine St., Cincinnati, O.  
Downing, Landscape Gardening, latest ed.

Geo. W. Jacobs & Co., 1628 Chestnut St., Philadelphia.  
Helené von Rakovitoza.

Meredith Janvier, 14 W. Hamilton St., Baltimore, Md. [Cash.]

Robt. Frost's 1st eds.  
Shivell, Stillwater Pastorals.  
Mahan, Armaments and Arbitration.  
Thompson's Narrative of Exploration.  
Bandelier, Delight Makers, 1916 ed.

E. W. Johnson, 10 W. 28th St., New York.

Welcome to Our City, Julia Sweet.  
Celtic Druids, Higgin.  
Ferguson, Tree and Serpent Worship.  
Anacalypsis, Higgins.  
Inman, Ancient Faiths, Ancient Names.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

Forman, Island of Enchantment.  
Forman, Stumbling Block.  
Forman, Journey's End.  
Forman, Monsingny.  
Forman, Tommy Carteret.  
Merimée, Colomba, in English.  
Mary Starkweather, Williamson, Abbey Press.  
Treatise on Painting, Da Vinci, Macmillan.

Niel Morrow Ladd Co., 646 Fulton St., Brooklyn, N. Y.

Book Prices 1913.  
Benn, R. Davis, Old Furniture.  
Havelock, Ellis-Steve's Woman.  
The Philistine, vols. 18 and 21, bound.  
Gardens of Italy, Charles Latham.  
The Philistine, vol. 2, bound or unbound.

Kaufmann's, 5th Av. & Smithfield St., Pittsburgh, Pa.  
Old-Time Schools and School Books, Macmillan.

The Kendrick-Bellamy Co., 16th St. at Stout, Denver, Colo.

Character Sketching, MacLeod.  
Eugene Field, Slason Thompson, Scribner, cloth ed. in 2 vols.

Kimmel & Herbert, 518-520 Main St., Lafayette, Ind.  
Whittier's Poems, 1857 ed., containing the Minister's Daughter.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.

Ames, On Forgery.  
Laws, Lumber Room, Watts.  
The Decoy, Francis Dana.

The Korner & Wood Co., 737 Euclid Ave., Cleveland.  
Litchfield, Eng. Cottages and Their Doorway Gardens. Winston.

J. Kuhlman, 326 N. 10th St., Philadelphia. [Cash.]  
Christian Examiner, Boston, vols. 16, 28, 29.  
Our Living and Our Dead, vol. 3, nos. 4 and 5.  
S. H. S. Papers, vol. 10, nos. 8 and 12.  
Technical World, March, 1904.  
Send for list of Southern Magazines wanted.

Richard Laukhuff, 40 Taylor Arcade, Cleveland, O.  
Toynbee, Dante Alighieri, Macmillan.  
Lyons, Arthur's, Lane.  
Lyons, Cottage Pie, Lane.

Charles E. Lauriat Co., 385 Washington St., Boston.

A Century of Sonnets, Herrick, pub. Harpers.  
Ellen Terry, The Story of My Life.  
Recoll. of Anti-Slavery Conflict, Sam'l J. May, Fields Osgood, 1869.  
Ball's Hints and Notes for Travelers in the Alps.  
Autobiog. of Geo. Tyrrell, 2 vols., Longmans.  
Statesmen's Yearbook, 1913, 1914, 1915.  
Laneton Parsonage, Sewell, Appleton.  
Warner's Introduction to Shakespeare's Plays.  
Manet and the French Impressionists.  
The Great Piano Virtuosi, De Lenz.  
Beethoven, De Lenz.  
Growth of the Brain, Donaldson.  
Seen from the Ranks, Benton.  
The Camp on the Pocomoke, Dyer.  
Books by M. M. Dowie.

John A. Lavender, 268 River St., Troy, N. Y.

Bartlett Family Genealogy.  
History of Guilford, Conn.  
History of Peru, De la Vega's translation.  
Book of Dreams and Ghosts, Andrew Lang.  
Strickland's Queen of Scotland and England.

Leary, Stuart & Co., 9 S. 9th St., Philadelphia.

Ludlow, Henry, Dramatic Life As I Have Found It.  
The Rectory of Moreland, or, My Duty, Boston, 1859.  
Accum's Treatise on the Art of Brewing Porter, Brown, Stout, etc., London.

Lester Book & Stationery Co., 70 N. Broad St., Atlanta, Ga.

Saints' Everlasting Rest, Baxter.

A. Atlas Leve, Box 495, P. W., Syracuse, N. Y.

Poultry Foods and Feeding, English work, cloth; state price.

Little, Brown & Co., 34 Beacon St., Boston.

Brook Farm to Cedar Mountain, Gordon.  
Army Regulations, 1913 ed.  
Audubon, odd vols. of cheap set.  
Japanese Spirit, Okakawa Yoshisibura.  
Life and Thought of Japan, Okakawa Yoshisibura.  
Unbeaten Tracks in Japan, Bishop.  
Kakemono, Japanese Sketches, Edwards.

Frederick Loeser & Co., Inc., Brooklyn, N. Y.

First 20 Years of Washington Society.

B. Login & Son, 152 E. 23d St., New York.

Beaumont, Physiology of Digestion.  
Bigelow, American Medical Botany, 3 vols.  
Frankel, Treatment of Talbetic Ataxia.

Loring, Short & Harmon, Portland, Me.

Book of Knowledge.  
Schurz Reminiscence, vol.  
Life of Albert Gallatin, Henry Adams, Phila., 1879.

Lowdermilk & Co., Washington, D. C.

Howe, History of the Internal Revenue System.  
Foulk, The Indian Problem.  
Kinley, The Sub-Treasury System.  
Loomis, Treatise on Meteorology.  
Hohenlohe, Letters on Artillery.  
Andrews, Basic Course for Cavalry.  
Paul, History of Modern England, 5 vols.  
Major Jones' Letters.  
Wister, The Virginian (dramatic version).  
Crockett, David, Life, himself.  
Lambert, Progress of Civil Service Reform.  
Stoddard, Life of J. A. Garfield.  
Wahl, Clavis, librorum veteris testamenti, etc.  
Virginia House of Delegates Journal, 1833-'35.  
Forest and Stream, vols. 3, 4, 10 to 28, inclusive, 61 to date.

Lowman & Hanford Co., Seattle, Wash.

Munsterburg, The Americans, \$2.50 ed.

McClelland & Co., 141-143 N. High St., Columbus, O.

Cambridge Press, 1638-1692, Rodin, \$5, Dodd.  
From Cottage to Castle, Emily Pearson.  
Birds of Ohio, Dawson.  
Six Months at White House with Lincoln, F. B. Carpenter.  
Channel Islands, E. F. Carey.  
Outer Isles, Goodrich Freer.  
Isles of Scilly, Religious Tract Society.

McDevitt-Wilson's, Inc., 30 Church St., New York.

Encyclopedia Britannica, reprint, cloth.  
Browning, Love Letters, 2 vols.  
Children's Hour, 15 vols., 3 sets.  
Haghe's Sketches in Belgium and Germany.  
Jewish Cyclopaedia.  
Mrs. Jameson's Works, 16th ed., 5 vols., Longmans, 1870, 6 x 8 1/2.  
Machiavelli's Mandragola.  
Mixing White.  
Peccadelli's Yermaphroditus.  
Racinet, Le Costume Historique.  
Seilhamer, History of the American Theatre.  
Shafer, Sara Andrew, A White-Paper Garden, illus. F. and M. Allen.  
Special Libraries, back nos.  
McKee, Eclectic System of Shorthand.



## BOOKS WANTED—Continued.

## McDevitt-Wilson's, Inc.—Continued

Intro. to Physics and Chemistry of Colloids, 1916, Blakiston.  
 Book on Aphasia, a disease.  
 Cummings, Modern Formulary.  
 Clock of Strassburg.  
 Automobile Blue Book, New Jersey.  
 Mathews, 100 Years of Music in America.  
 Galloway, Organization and Management, Alex. Hamilton.  
 Shaw, A. W., How to Finance a Business, Shaw.  
 Bourhill, Fairy Tales from South Africa, Macmillan.  
 Ker, Papuan Fairy Tales.  
 Paragon System of Shorthand, Krone Bros.  
 Lear's Nonsense Book, old, complete ed.  
 Max Bauer's Precious Stones, Griffin.  
 Bastiat, Frederic, Sophisms of Protection, Putnam, 1877.  
 Lydston, Geo. F., Diseases of Society, Lippincott, 1904.  
 Life in Sing Sing, by No. 1500, Bobbs, 1904.  
 Stevens, Charles McG., Free Silver and the People, Neely, 1896.  
 Encyclopedia Britannica, regular ed.  
 Letters of the Earl of Chesterfield, vol. 2, Bently.  
 Ways of the South Sea Savage, Williamson.  
 Among the Primitive Bakongo, Weeks.

## The McGregor Company, Athens, Ga.

The Delectable Souchy, Willis, new or second-hand.

## John Jos. McVey, 1229 Arch St., Philadelphia.

Beilstein, Handbook of Organic Chemistry, 9 vols., in German.  
 Maunsell Field, Memories of Many Men and Some Women, Harper, 1874.  
 Peck, Constellations and How to Find Them.

## R. H. Macy &amp; Co., Herald Sq., New York.

Odd Women, Gissing, Popular ed.

## The Magazine of Wall St., 42 Broadway, New York.

Crowell's How to Forecast Business and Investment Conditions.  
 Tarbell's History of the Standard Oil Co.

## Henry Malkan, 42 Broadway, New York.

Appleton's Annual Cyclopedic, 1873, 1874, 1875.  
 Barns, Practical Acoustics.  
 Beaton, K. C., Ye Towne Gossip, 1st and 2nd Series.  
 Berry, Dinanderie.  
 Biagi, Last Days of Shelley, 1898.  
 Blavatsky, Secret Doctrines.  
 Blavatsky, Isis Unveiled.  
 Boehm & Bauwerk, Positive Theory of Capital.  
 Brady, Hohenzollerns.  
 Brinkley, Japanese Poetry.  
 Browning, Sordello, ed. by David Duff.  
 Burke's Sermons and Lectures.  
 Cardigan, Lady Jane, Memoirs of.  
 Carman, Worlds Best Poetry, 10 vols.  
 Carroll, Alice in Wonderland, Macmillan, 1885.  
 Caro, Ludwig & Vogel, Handbook on Acetylene, 1904.  
 Century Dict., 12 vols., latest ed.  
 Chinese Poetry (T'ang dynasty) with English transl. and notes.  
 Collins, Wilkie, Fallen Leaves.  
 Cont. of the U. S. Nat'l Herbarium, vol. 3.  
 Dimoch, Florida Enchantments.  
 Doukin, Acoustics.  
 Erdmann, History of Philosophy.  
 Ferris, Pete Grother.  
 Fetis, Notice of Stradivari.  
 Furman, Manual of Practical Assaying.  
 Garnett and Gosse, Ill. Engl. Literature, 4 vols.  
 Goldsmith, Vicar of Wakefield, Cranford, Thompson, illus.  
 Grierson Valley of Shadows.  
 Hamilton Institute, set.  
 John Henry Smith.  
 Kent, Railroads in China.  
 Knight, Modern Seamanship.  
 Lord, W. W., Works, 3 vols.  
 Middleton, Remains of Ancient Rome, 2 vols.  
 N. Y. Prominent and Progressive Men, (Tribune).  
 Pepys' Diary, Bohn, 1896, 9 vols.  
 Plato Dialogues, Jowett, Oxford ed.  
 Poole's Index.  
 Rickard, Flotation Process.  
 Roguerol, Tactical Employment of Quick-firing Field Artillery.

## Henry Malkan—Continued

Shakespeare, Edinburgh, 40 vols., folio, gray bds.  
 Shakespeare, Stratford, vol. 3, 3/4 red mor.  
 Smith, J. P., The Widower.  
 Smith, I. R., Acoustics of Public Buildings.  
 Smith, M. B., First 40 Years of Washington Society.  
 Stein, Tender Buttons.  
 Stern, Bismarck.  
 Symonds, Life of Michelangelo.  
 Thompson, City of Dreadful Night.  
 Von Ihering, Struggle for Law.  
 Willis, N. P., Poems, (must contain "Pharrhasius").  
 Wolf, Manual of Dyeing.  
 World's Best Literature, vol. 27 of 30 vol. edition, green cloth.

## Harry F. Marks, 116 Nassau St., New York.

Garnett and Gosse's English Literature.  
 Zola's Works, good ed.  
 Burton's Arabian Nights.  
 Casanova Memoirs, English trans.  
 Mark Twain, any good ed.

## Maruzen Co., Ltd., Tokyo, Japan.

American Silk Journal, vol. 33, no. 10; vol. 34, no. 6.

## The Methodist Book Concern, Chicago.

Recent Inquiries in Theology by Eminent English Clergymen, Boston, 1860.  
 Bishop Temple, Essays and Reviews issued before 1870.  
 Rev. L. Rosser, Recognition in Heaven.  
 J. R. Miller, St. Paul's Message of To-day, Doran.

## The Methodist Book Concern, Boston.

Edwards on the Will.  
 Calvin's Complete Works, Eng. trans. by the Calvin Trans. Society, Edinburgh, 53 vols.

## The Metropolitan Museum of Art, New York.

New York Library Club Year Book, 1910.

## Michigan State Normal College, Ypsilanti, Mich.

Mullinger, James Bass, Schools of Charles the Great, Stechert.  
 Christy, R. Comp., Proverbs and Phrases, Putnam.  
 Review of Reviews, vol. 3, no. 3.  
 Morley, Life of Gladstone, 3 vols.

## George M. Millard, 1651 Huntington Drive, South Pasadena, Cal.

Latham, Gardens of Italy, 2 vols.  
 Clemens, True Story and Carnival of Crime, 1877.  
 Irving, Knickerbocker's N. Y., 2 vols., 1st ed., N. Y., 1809.  
 Irving, Bracebridge Hall, 2 vols., 1st ed., N. Y., 1822.  
 Irving, Tales of a Traveller, 2 vols., 1st ed., N. Y., 1824.

## Miller's Book Store, 64 N. Broad St., Atlanta, Ga.

Book of Knowledge.

## The W. H. Miner Co., Inc., 3518 Franklin Av., St. Louis, Mo.

House of Thane, early American novel.  
 Arnold, History and Education of the Deaf, revised by Farrar.

## William C. Motter, 238 Endicott Bldg., St. Paul, Minn.

O. Henry, 1st eds.  
 James, Princess Cassamassima, 1st ed.  
 Conrad, Nigger of the Narcissus, 1st ed.  
 Pater, 1st eds.

## The Morris Book Shop, 24 N. Wabash Av., Chicago.

The Totem of Black Hawk, McNeil.  
 Talmage Family Genealogy.  
 Auccassin and Nicolle, Lang trans.  
 Highways and Byways, illus. Gibson.  
 Strolls by Starlight, illus. Gibson.  
 Poems and Ronsard, trans. C. H. Page.  
 Reynolds, Mysteries of London (not Court of).

## Noah Farnham Morrison, 314 W. Jersey St., Elizabeth, N. J.

Grant, The Captain of the Guard.  
 Prescott Memorial, Boston, 1870.  
 Milman's Poems.  
 Palfrey's New England.  
 American Archives, set or odd vols.  
 Southworth Genealogy, Webber.  
 Campbell's Lives of Chief Justices, vols. 2, 3, 4, 5.  
 Campbell's Lives of Lord Chancellors, vols. 1, 3, 7, 8.

## BOOKS WANTED—Continued.

H. C. Murray Co., 699 Main St., Willimantic, Ct.

Ainsworth's Constable De Bourbon, red cloth.  
Ainsworth's Crichton, red cloth.  
Ainsworth's Cardinal Pole, red cloth.  
Ainsworth's Star Chamber, red cloth.  
Ainsworth's Talbot Harland, red cloth.  
Ainsworth's Court of Saint James, red cloth.  
Ainsworth's Jack Sheppard, red cloth.  
Ainsworth's Manchester Rebels, red cloth.  
Ainsworth's Rookwood, red cloth.  
Piney Home.

New York Medical Book Co., 45 E. 42d St., New York.

Russel, Ethics and Principles of Salesmanship.  
Ovid's Art of Love, Sisley.  
Ettlinger, Ovid's Liebeskunst.  
Manso, Die Kunst zu Lieben.  
Bourget, Physiologie de l'Amour Moderne.  
Sivestre, Le Petit Art d'Aimer.  
Mendé, L'Art d'Aimer.  
Hessen, Das Glück in der Liebe.  
Kjølensson, Die Erschliessung des Liebesglückes.  
Bloch, History and Literature of ars amandi.

Newbegin's, San Francisco, Cal.

Greenhow, History of California and Oregon.  
Efficient Reference Library, 2 vols., McKinley Memorial ed.

D. H. Newhall, 154 Nassau St., New York. [Cash.]

Letters from the South, N. Y., 1817.  
Julian, Political Recollections.  
Bandelier, Delight Makers.  
Beecher, Tour Through the West.  
Cremony, Life Among the Apaches.

W. W. Nisbet, 12 S. Broadway, St. Louis, Mo.

Any Ghost Stories.

The Norman, Remington Co., 308 N. Charles St., Baltimore, Md.

Duhem, Theorie Physique.  
Pierce, In the Midst of Life, and other books by Pierce.  
World Almanac, 1916, 18 copies.  
Harris, Insects Injurious to Vegetation.

Old Corner Book Store, 27-29 Bromfield St., Boston.  
Edgecomb Staley's Guilds of Florence.

Old Corner Book Store, Springfield, Mass.

Connecticut Quarterly, vol. 1.  
New Hampshire Historical Society, vol. 6.  
Connecticut Historical Society, vol. 1.  
Rice Family, Descendants of E. Rice, Settled Sudbury, Mass., 1638, A. H. Ward, Boston, 1858.

Horace Y. Otto, Williamsport, Pa.

Raymond's Life and Letters of Abraham Lincoln.  
National Geographic Magazine, Nov., 1916.

Pearlman's Book Shop, 931 G St., N. W., Washington, D. C.

Newcomb, His Wisdom the Defender.  
Barrett, Old Merchants of New York.  
Tanner, Descriptions of Canals.  
Clarke, Tramways.  
Goodrich, Picturesque New York.  
Smith, History of B. & O. Railroad.  
Von Duering's Cause and Cure of Diabetes Mellitus.  
Troellsch's Manual for Ear Specialists.  
Law Text and Case Books.

N. A. Phemister Co., 42 Broadway, New York.

Virgil, Æneid, Appleton.  
American Law Review, vols. 14-41, inclusive.  
American Law Register, vols. 23-55, inclusive.  
Galsworthy, Man of Property.  
Galsworthy, The Island of Pharisees.  
Mackenzie, Youth's Encounter.

The Pierce & Zahn Book Co., 1531 Arapahoe St., Denver, Colo.

The Intermediate Sex, Edward Carpenter.  
Everybody's Magazine, Nov., 1914, 2 copies.  
Ancient Faith and Ancient Names, Dr. Inman.  
Denton's Radical Rhymes.

The Pilgrim Press, 14 Beacon St., Boston, Mass.  
Christian Mysticism, Inge, Scribner.

The Pilgrim Press, 19-21 W. Jackson Blvd., Chicago.  
When I Was a Tadpole and You Were a Fish.  
Stories, Merrimee.

Pownier's Book Store, 33-37 N. Clark St., Chicago, Ill.

Paoli, Their Majesties as I Knew Them.  
Fraprie, Castles and Keeps of Scotland.  
Hadden, Master Musicians.  
Gow, Short History of Greek Mathematics.  
Taft, Political Issues, etc.  
Woodberry, Great Writers.

Presbyterian Bd. of Publication, Chicago.

Middle Kingdom, S. Wells Williams, 2 vols.  
Conquering the Wilderness, perhaps by Buell.  
Dictionary of Scientific Illustrations and Symbols.

Presbyterian Bd. of Publication, Philadelphia.

The Girl from Montana, pub. United Society of Christian Endeavor.  
Nicholas Nickleby, vol. 2 only, Gadshill ed.  
Gospel of Mark, Riddle.  
International Revision Commentary, Scribner.

Presbyterian Bd. of Publication, San Francisco.

Swinburne's Miscellanies, American ed., new or second-hand, formerly pub. Dillingham.

Presbyterian Book Store, Fulton Bldg, Pittsburgh.

Unrevised Songs of the Little Ones at Home, or Hasting's Nursery Rhymes.

Presbyterian Comm. of Publication, Richmond, Va.

Life of Baroness Von Marenholtz, Bulow, by her niece, vol. 1.

Preston & Rounds Co., 98 Westminster St., Providence, R. I.

Patterson, Illustrated Nautical Encyclopædia.  
E. Porritt, Sixty Years of Protection in Canada, 1846-1907, Where Industry Leans on the Politician.

Providence Public Library, Providence, R. I.

Neilson, Origins and Sources of the Court of Love.  
Schmidt, Solomon's Temple.  
Tomes, War with the South, parts 25, 26.  
Wedgwood, Dict. of English Etymology, rev. ed.

John M. Pryse, 26 Charles St., New York.

Blavatsky, Theosophical Glossary.  
Blavatsky, Gems from the East: Birthday Book.  
Das, Bhagavan, Science of the Emotions.  
Leadbeater, Man Visible and Invisible.  
Van der Naillen, fiction by.

Putnams, 2 W. 45th St., New York.

Thayer, Life and Times of Cavour, 2 vols., 1st ed.  
Lawrence, B., Flight of the Dragon.  
Chapin, Standards of Living Among Workingmen of New York City.  
Arnold, Phra the Phoenician.  
Other Famous Homes, in the Series of Homes of Great Britain.  
Builders of the Nation.  
Current Opinion, June, 1916.  
The Forum, May, 1914.  
The National Review, July, 1911.  
The Saturday Review, June, 1910; Dec., 1911.  
The Smart Set, March, 1915.  
A Rebel's Recollections.  
Remains of R. H. Froude, ed. Cardinal Newman.  
Holder, Big Game Fishes of the World.  
Spain and the Inquisition.  
Epic of Sounds.  
Roberts, St. Catherine of Siena.  
Journal of Major-General Roger Walcott.  
Lettre d'un habitant de Louisbourg contenant une relation exacte de la Prise de l'Isle Royale par les Anglais.  
A Pocket Dictionary of the French-English Language, Leon Contauseau, Longmans, limp leather.  
Goodwin's Turf Guide for 1891.  
Il Libro D'Oro, trans. Francesca Alexander.

Bernard Quaritch, London, Eng.

Ames and Bliss, Manual of Experiments in Physics.  
Austin and Thwing, Exercises in Physical Measurements.  
Avery, School Physics.  
Carhart and Chute, Elements of Physics.  
Hoadley, Brief Course in Physics.  
Rowland and Ames, Elements of Physics.



## BOOKS WANTED—Continued.

**The Rare Book Shop, 813 Seventeenth St., Washington, D. C.**

Strange, Edw. F., Japanese Illustrations.  
Forrester, Frank, any works of.  
Fithian's Journal.

**Peter Reilly, 133 N. 13th St., Philadelphia, Pa.**  
Poole's Index.

**Fleming H. Revell Co., 17 N. Wabash Ave., Chicago.**  
Van Norman's Poland, Revell.  
Women Who Win, Nelson & Sons.

**Paul R. Reynolds, 70 Fifth Av., New York.**  
*Pictorial Review*, June, 1914; Apr., 1913; Oct., 1913.

**Riverbank Laboratories, Geneva, Kane Co., Ill.**  
Works on ciphers, cryptography, cryptology, steganology, Steganography, polygraphy, cryptomenyitics, scotography, and synthemology; also deciphering, published at any time prior to 1825. Please send careful description, date, and price.

**E. R. Robinson, 410 River St., Troy, N. Y.**  
Toombs, S., *Reminiscences of the War*.  
Atkins, Gen., *History of 92d Ill. Vols.*  
Kobbé, G., *Signora: a Child of the Opera House*.  
Jl. House of Reps., Nebraska, First Session, 1855.  
Drews, Unfried Foods and Tropliatherapy.  
Stringfellow, *The New Garden and Fruit Culture*.  
Just, A., *The Youngborn Dietary*.  
Just, A., *Return to Nature*, 7th ed.  
Phips, L., *The Coming Kingdom*, 1910.  
Cyclopædia Americana, Munn & Co., latest ed.  
Lewis, A. H., *When Men Grew Tall*.  
Donnelly, J., *Cæsar's Column*, cloth.  
Freneau, P., *Poems*, a good ed.  
Hopkinson, F., *Pomes*, a good ed.  
Flanders, *Lives of Chief Justices*.  
Farrand, *Records of Federal Constitution*.  
Story, *Commentary on the Constitution*.  
Sears, C. E., *Gleanings from Old Quaker Journals*, Houghton Mifflin.  
Brown, *Young Folks' Life of Washington*.  
Wilstack, P., *Mount Vernon*.  
Haworth, George Washington, Farmer.  
MacLean and Blighton, *Here's to the Day*.  
Bailey, J., *Central America*, London, 1850.  
Bates, H. W., *Central America, the West Indies and South America*, 1878.  
Smithsonian Report for 1867.  
Byam, G., *Wild Life in the Interior of Central America*, London, 1849.  
Curtis, W. E., *The Capitals of Spanish America*, N. Y., 1888.  
Reclus, E., *Nouvelle Geographic Universelle*.  
Squier, E. G., *Honduras*, London, 1870.  
Mee, A. K., *Honduras*, Washington, 1904.  
Keane, A. H., *Central and South America*, Stanford's *Compendium of Geography and Travel*, London, 1901.  
Bourget, A., *Le Honduras, Sou Passé en Seu Avenir*, Paris, 1878.  
Beaney, H. B., *The Golden Caribbean*, Boston, 1900.  
Charles, C., *Honduras*, Chicago, 1890.  
Lester, M., *A Lady's Ride Across Spanish Honduras*, Edinburgh, 1894.  
Scherzer, K., *Travels in the Free States of Central America*, London, 1857.  
*Cosmopolitan*, vol. 2, pages 341-346.

**Robson & Ade, Schenectady, N. Y.**  
*Accretive System of Developing Memory and Thought*, C. G. Leland.  
*The Story of Old Saratoga*, G. H. Brandow.  
*Reminiscences of Old Saratoga*, Stone.  
*Visit to Saratoga Battlegrounds*, Stone.  
*Inland Printer*, Nov., 1914.

**The Rosenbach Co., 1320 Walnut St., Philadelphia.**  
Loudon Archibald, *Indian Narrative*, Carlisle, 1808 to 1811; high priced paid for complete set, either vols. or parts of vols.  
Any Indian Narratives printed before 1826.  
Oregon, rare pamphlets on.  
Young, *Waste Lands of the Ohio*.  
American Juvenile Books printed before 1810; high prices paid.

**St. Louis News Co., Inc., 1008 Locust St., St. Louis.**  
N. Y. *Times* Current History of the War, vol. 3.

**St. Paul Public Library, St. Paul, Minn.**

*Craftsman*, T. P., 1 to 5, 6, 14, 17, 19, 22.  
*McClure's*, vol. 1.  
*Commercial and Financial Chronicle*.  
*A. L. A. Bulletin*, odd nos. and indexes.  
*Biblical World*, 1-2, 15, 26, 43-45.  
*Century*, vol. 23.

**Sanger Bros., Dallas, Tex.**

*The Conqueror*.

**Schaefer & Koradi, 4th & Wood Sts., Philadelphia.**  
Grammars for Germans to Learn Spanish Language.  
German Novels.  
Brehm's *Tierleben*, 10 vols.; give date.  
Brehm's *Tierleben*, 3-vol. ed.; give date.

**Schulte's Book Store, 132 E. 23d St., New York.**

Anything by James H. Brookes.  
*The Silver Crown*, Conwell.  
Mehitabel, Gardner.  
Cambridge Bible, any vols.  
Gilbert's *Resurrection of Christ*.  
Stone Kingdom, Alexander.  
Baldwin's *Armageddon*.  
Brown, *Second Advent*.

**E. Schwartz, Fox St. P. O. Station, New York.**

Harvard Classics.  
Book of Knowledge.  
Ayer's *Newspaper Annuals*.  
N. Y. Supplement, complete or odd vols.

**Schwartz, Kirwin & Fauss, 42 Barclay St., New York.**  
How to Write Letters that Win, pub. The System Co., Chicago.(?)

**John E. Scopes, 53 Maiden Lane, Albany, N. Y.**

Preble, *History of the American Flag*.  
Holme, *Flags of the World*.

**Charles Scribner's Sons, 5th Ave., New York.**

Cajori, *History of Mathematics*.  
Bowne, *Girl's Life Eighty Years Ago*.  
Tassanari, *Italian Fortune Hunter*.  
Templeton, Darby O'Gill.  
Mumford, *One Hundred Love Songs*.  
Secret Journals of Congress, 1775-1788.  
Debates and Proceedings in U. S. Congress, 13 vols.  
Church, *Life Ericsson*, 2 vols.  
Rogers, *Sweethearts and Wives*.  
McLennan, *In Old France and New*.  
Barrett, Walter, *Old Merchants of New York City*.  
Art of the Book, *International Studio*.  
Litchfield, *History of Furniture*.  
Bonneffe, *Sixteenth Century Furniture*.  
Davillier, *Spanish Furniture*.  
Binns, *Life Whitman*.  
Jones, Owen, *Chinese Ornament*.  
Van Alstine, *Charlotte Corday*.  
Bing, *Japonais Artistique*.  
Boyesen, *Idylls of Norway*.  
Bird Homes, pub. Doubleday.  
Crawford, *Seven Weeks in Hawaii*.  
Coman, *History of Contract Labor Among the Hawaiian Islands*.  
Dukes, *Modern Dramatists*.  
Kipling, *Out of India*.  
Hutton, *Cardinal Newman*.

**Charles Sessler, 1314 Walnut St., Philadelphia.**

Hardy, On color plate books.  
Kama sutra, translated by Schmidt.  
Anaga Ranga.  
The Basis of Passional Psychology, Jacobus.  
Kipling, *The Gipsy Trail*, Bartlett, Boston.  
Rape of the Sabine. Rollo books before 1850.  
Hartman Secret Symbols of the Rosicrucian.  
Stevenson, *New Arabian Nights*, 1st ed.  
Conrad, 1st eds.  
Golden Treasury, illus., Maxfield Parrish.

**Shepard Book Co., 409 S. State St., Salt Lake City, Utah.**

Whateley's *Elements of Logic*.  
McGuffey's *Readers*, old ed., any.  
Ray's *Arithmetic*, part 3, old ed.  
Squier's *Peru*.  
Hallam's *Middle Ages*, Standard ed., Armstrong, pub. Brown, cloth, vol. 1 only.  
Defoe's *Robinson Crusoe*, Cassell pub., illus., Paget.  
Wilke's *Narrative of U. S. Exploring Expedition*, 1845.  
Witchcraft in Salem Village in 1692, Ford ed., Lothrop.  
Garrett's *Three Heroines of New England Romance*.

## BOOKS WANTED—Continued.

**Osborne Sheppard, Box 242, Hamilton, Can.**  
 Edwards, H. S., *The Prima Donna*, 2 vols., 2d hand.  
 Anything on opera singing.  
 British dealers send catalogues please.

**The Sherwood Co., 19 John St., New York.**

Carnegie, A., *Empire of Business*.  
 A. B. C. of Wall Street.  
 Anatomical Diagram.  
 Cole, *Photographic Optic*.  
 Edser, *Heat for Advance Students*.  
 Edwards, Chas., *Hist. of Poetry of Finger Rings*.  
 Fisher, *Prep. of Organic Compound*.  
 Geographic Statistisches Lexikon, 2 vols.  
 Gow's *Marine Insurance*.  
 House on the Marsh.  
 Hun Repts., vol. 45.  
 Handy Reference Atlas of World, Dutton.  
 Holbrook, *Boys and Men*.  
 Jewish Encyclopædia.  
 Knecht, E., *Manual of Dyeing*, 2 vols.  
 My Official Wife.  
 Neave, *Identification of Organic Compound*.  
 Otis, *Wireless Station at Silver Fox Farm*.  
 Root, A. B. C. and X. Y. Z. of Bee Culture.  
 Rosencencean Cosmo Conception.  
 Ridpath's *History of World*.  
 Sacred Book of the East, tr. by F. M. Muller.  
 Siepmann, *Public School German Primer*.  
 Song King.  
 Smith's *Intern'l Law*.  
 Dr. Thoms' *Idea*, orig. pub. as *Gloria Victis*.

**J. C. Sickley, Poughkeepsie, N. Y.**  
 Seville, Toledo, Madrid, El Creco, Spanish ser., Lane.  
*The Art World*, nos. 1, 2 and 3.  
 Richmond, Strawberry Acres.

**Clarence W. Smith, 44 East Av., Rochester, N. Y.**  
 The Call of the North, White, best ed., illus.

**George D. Smith, 547 5th Av., New York.**  
 Prescott, *Conquest of Mexico*, 3 vols., 1st ed.  
 Prescott, *Conquest of Peru*, 2 vols., 1st ed.  
 Le Notre, G., any translations of his writings.  
 Addington's *Apuleims*.  
 Rupert Brooke's *Poems*, 1st ed.  
 Schiller, *Thirty Years' War*.  
 Wilson, Woodrow, A. L. S.  
 Official Documents Signed by Cleveland, McKinley, Garfield.  
 Any 18th century books on Shorthand, especially by Wm. Mason or Jeremiah Rich.  
 Duc de Reichstadt, A. L. S.  
 Stevenson, *Treasure Island*, 1st ed.  
 Nichols *Genealogy*.

**R. M. Smythe, 452 Produce Exchange, New York.**  
 Obsolete American Securities, vol. 1, 1904, Smythe.

**Smythe's, 43 S. High St., Columbus, O.**  
 Encyclopædia Britannica, last ed., thin paper.  
 Bland's *Geometric Solutions*.  
 Formula Bks, Food Products, Liquors.  
 Monroe's *Cyclopedia of Education*, 5 vols.  
 Ossian's *Poems*.  
 Field Book of the Stars, Olcott.  
 Relations Literature to Life, Warner.

**Spenceley Pub. Co., P. O. Box 175, New York.**  
 Phelon, *New Atlantis*.  
 Adams, *House of the Hidden Places*.  
 Kingsford, *Virgin of the World*.  
 Mead, *Pistis Sophia*.  
 Price, *Essence of Astronomy*.  
 Jennings, *A Strange Story*.

**P. Stammer, 61 Fourth Av., New York.**  
 Hay, *Principles or Nomenclature of Color*.  
 O'Hart, *Irish Pedigrees*.  
 Smith, *Ancient Greek Female Costumes*.  
 Cook, *To the Top of the Continent*.  
 Shakespeare *Birthday Book*.  
 Rapere, *Magic*.  
 Phips, *The Coming Kingdom*.  
 Henry James, *Complete set*.  
 The *Magical Use of Herbs*.  
 Novels of Justinian, Latin or English.  
 Constitutions of Leo, Latin or English.

## P. Stammer—Continued.

Carver, *American Atlas*, 1774.  
 Hemerling, *Aspasia*.  
 Knapp, *Life of Thomas Eddy*.

**F. C. Stechert Co., 29-35 W. 32d St., New York.**  
 Johnson, *How Crops Feed*, 1884.  
 Cain & Thorpe, *Synthetic Dyestuffs*.  
 Dreiser, T., *The Genius*, Lane, 2 copies.  
 Holme, *Mod. Pen Drawings*, Amer. and Europ., Lane.  
 Staffer, E., *Palestine in Time of Christ*, tr. Holmden, 1885.  
 Warren, *Stereotomy*, Wiley.  
 Naue, J., *Die Præhistorisches Schwerter*, 1885.  
 Naue, J., *Die Hügelgräber zwischen Ammer-u. Staffelsee*, 1887.  
 Lommel, *On Nature of Light*.

**G. E. Stechert & Co., 151 W. 25th St., New York.**  
 Amer. Men of Science, 2nd or 3rd ed.  
 Dawson, *German Life, Town, Country*, Putnam.  
 Masters in Arts, set.  
 South, Robt., *Sermons and Memoirs*, 1866-71, 5 vols.  
 Want list sent on request.

**W. K. Stewart Co., Indianapolis, Ind.**  
 New International Dictionary.  
 Emma C. Brewster, *Jones-Brewster Genealogy*.  
 Clay, *Belles of the Fifties*.  
 Jackson, John, *Chronological Antiquities*, vol. 3.

**W. K. Stewart Co., 425 S. 4th Av., Louisville, Ky.**  
 Personal Reminiscences of Chorley, Plauche and Young, in Eng. and French.  
 Aphrodite, *Pierre Lony's*, in English and French.  
 Give quotation on Annotated Paragraph Bible, The Old Testament, only formerly pub. by Sheldon Co., N. Y., Gould & Lincoln, Bost., 1865.  
 Chimes of a Jester's Bell, and other stories.  
 Harry S. Edwards, *Sons and Fathers*.

**H. Stone, 137 4th Av., New York.**  
 Autograph Letters of R. H. Davis.  
 The Young Officer's Sheet Anchor.

**Strawbridge & Clothier, Philadelphia.**  
 Solution of Child Labor Problem, Scott Nearing, Moffat.  
 Upper Currents, J. R. Miller, Crowell.

**S. Morse, Petersburg, N. Y.**  
 The Americans, Hugo Munsterberg.  
 The American Democracy, DeToqueville.  
 The Spirit of Laws, Montesquieu.  
 Any and all titles of books by foreign observers on American social customs.

**The Sunwise Turn, Inc., 2 E. 31st St., New York.**  
 White Sail, Louise Imogen Guiney.  
 Patrins, Louise Imogen Guiney.

**H. Taylor Rogers, 89 Patton Av., Asheville, N. C.**  
 The Gospels, J. Ernest Renan.  
 Life of St. Paul, J. Ernest Renan.

**Teolin Pillot Co., Houston, Tex.**  
 Princess Sonia, Julia MaGruder.  
 Lectures on Systematic Theology, C. Finney, Revell.  
 Butter Nut Jones, Til Tilford, Appleton.  
 Whippin, Bartlett, Small, Maynard Co.  
 Gleanings for the Curious, Bombaugh, Lippincott.

**Tessaro's, 14 Maiden Lane, New York.**  
 The Exception, Oliver Onions.

**Thompson's Book Store, 5th & Plum Sts., Dayton, O.**  
 Circle of Useful Knowledge, for the use of Farmers, Mechanics, Merchants, Manufacturers, Surveyors, Housekeepers, Professional Men, Charles Kinsley, Clinton, Iowa.

**Thoms & Eron, 50 John St., New York.**  
 Set of the American Stud Book.  
 Thompson, *Outline of Old Testament History*.  
 Temperate Life of Luigi Cornaro.  
 Encyclopædia Britannica, 11th ed., any binding.  
 Hawthorne, *Standard Library* ed., 1/2 mor., vol. 15 only.  
 Lowell, *Standard Library* ed., 1/2 mor., vol. 9 only.  
 Longfellow, *Standard Library* ed., 1/2 mor., vol. 1 only.  
 Holmes, *Standard Library* ed., 1/2 mor., vol. 5 only.



## BOOKS WANTED—Continued.

H. H. Timby, Columbus, O.

Encyclopedia Americana.  
On Many Seas, Hamblin.  
La Terre, Zola.  
*American City*, May, 1914.  
Autobiography, Anna Besant.  
Leadbeater, An Occult View of the War.  
The Soul of Germany.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.  
Royal Marriage Market of Europe.

C. W. Unger, Pottsville, Pa.

Spoon River Anthology.  
Smith, Life of O. Henry.  
Alice Morse Earle's books.  
Gmelin-Kraut, Handbuch d. Anorganischen Chemie.  
*Chemiker Zeitung*, set.  
*Chemisches Repertorium*, set.  
*Fortschritte d. Technik*, complete files or any part.  
*Repertorium d. Technischen Literature*.  
*Chemisches Centralblatt*.  
Gilbert, Resurrection of Christ.  
Don Quixote, Unusual eds. with plates.  
Wilson, Ancient and Modern Physics.  
Man: Fragments of Forgotten History.  
Books on Flagellation.

Union Club Library, 1 E. 51st St., New York.  
Strother, D. H., Virginia Illustrated.  
French Colored Prints of the 18th Century.

U. S. Rubber Export Co., Ltd., 1790 Broadway, N. Y.  
Portuguese-English Dictionary, H. Michaelis, 4th ed.,  
1912, 2 vols., good condition; write or 'phone.

Univ. of Minnesota Library, Minneapolis, Minn.  
Architectural League of N. Y. Yearbook and Catalog,  
vol. 1, 2, 8, 16 and 26.

Vallamo School, 134 E. Main, Hamilton, Can.  
British and U. S. Dealers please send catalogs.

T. B. Ventres, 286 Livingston St., Brooklyn, N. Y.  
Prayers for Christian Year, Chas. R. Baker.

A. C. Vroman, 60 E. Colorado St., Pasadena, Cal.  
Rimmer's Art Anatomy.  
History of American Sculpture, Taft.  
Little Essay on Religion, G. Lowes Dickinson.

John Wanamaker, New York.

With the Allies to Peking, G. Henty.  
The Golden Bough, complete set by J. G. Frazer,  
12 vols. pub. by Macmillan.  
The Man Who Came Back, cloth.  
The Chaperon, the Williamson's.  
Business (Monkey), Matthewman, Lippincott.  
Wonderful Woman.  
Night of Wonders, Bedford.

John Wanamaker, Philadelphia.

Reign of Henry VIII, Brewer.  
Premillennial Congress.  
Loving Ballad of Lord Bateman, early ed.  
Diomed, Wise.  
Seven Ages of Martyrdom.  
Day Before Yesterday, Shaffer.  
Lesson of Love, J. R. Miller.  
Notorious Miss Lisle, Baillie-Reynolds.  
Out of the Night, Baillie-Reynolds.  
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